

AMERICAN NURSEYMAN

The National Journal Of Commercial Horticulture
Chief Exponent Of The American Nursery Trade



Circulating Throughout the United States, Canada and Abroad, Featuring Commercial Horticulture in all its Phases of Nursery Stock, Orchard, Landscape Planting, Distribution. Published Monthly by the American Fruits Publishing Company, Inc.



Vol. XXXII

ROCHESTER, N. Y., SEPTEMBER, 1920

No. 3

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1854

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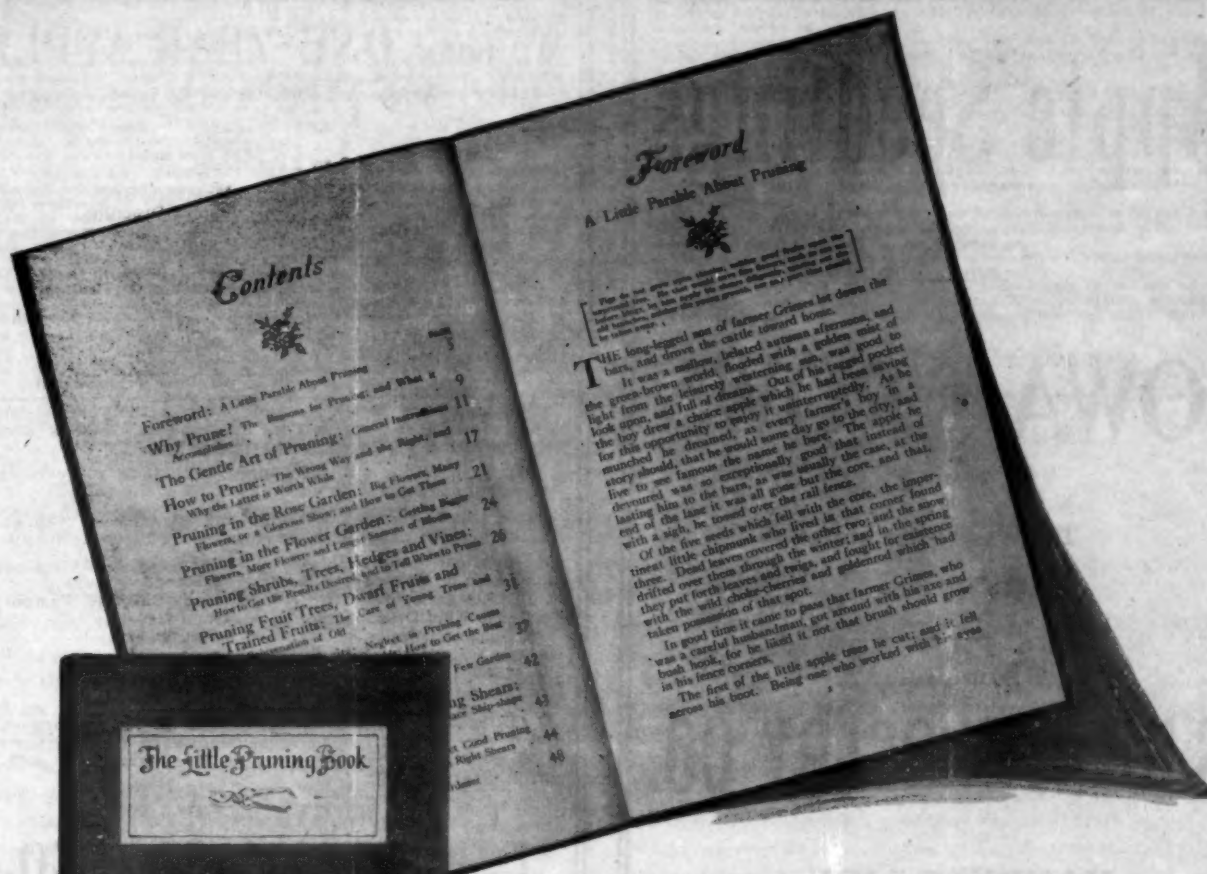
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We have ONE YEAR APPLE

to offer in the following varieties and can furnish these in

4 to 6 ft. grade
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2 to 3 ft. grade

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Grimes Golden
Gano
Jonathan
M. B. Twig
Maiden Blush

McIntosh Red
N. W. Greening
Red Astrachan
Red June
Rome Beauty
Staymans Winesap
Winesap
Winter Banana
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York Imperial
Yellow Transparent

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LaFrance, white
Meteor
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Paul Neyron
Pink Cochet
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AMERICAN NURSERYMAN--September, 1920

EDITORIAL DEPARTMENT—Communications on any subject connected with Commercial Horticulture, Nurseries or Arboriculture are cordially invited by the Editor; also articles on these subjects and papers prepared for conventions of Nursery or Horticultural associations. We also shall be pleased to reproduce photographs relating to these topics, Orchard Scenes, Cold Storage Houses, Office Buildings, Fields of Stock, Specimen Trees and Plants, Portraits of Individuals, etc. All photographs will be returned promptly.

ADVERTISING—Advertising forms close on the 27th of each month. If proofs are wanted, copy should be on hand one week earlier. Advertising rate is \$2.50 per column-width inch.

"AMERICAN NURSERYMAN" is distinctive in that it reaches an exceptional list and covers the field of the business man engaged in Commercial Horticulture—the earl operator. Here is concentrated class circulation of high character—the Trade Journal of Commercial Horticulture, quality rather than quantity.

"AMERICAN NURSERYMAN" will not accept advertisements that do not represent reliable concerns.

SUBSCRIPTIONS—"AMERICAN NURSERYMAN" will be sent to any address in the United States for \$2.00 a year; to Canada or abroad for \$2.50 a year. Add ten cents unless bank draft, postal or express money order is used. Three years \$5.00, in U. S.

RALPH T. OLCOTT
Editor Manager

AMERICAN FRUITS PUBLISHING COMPANY, INC.

39 State Street,
Rochester, N. Y.

WHAT THIS MAGAZINE STANDS FOR—Clean chronicling of commercial news of the Planting Field and Nursery. An honest, fearless policy in harmony with the growing ethics of modern business methods.

Co-operation rather than competition and the encouragement of all that makes for the welfare of the trade and of each of its units.

Wholesome, clean-cut, ring true independence.

INDEPENDENT AND FEARLESS—"AMERICAN NURSERYMAN" is not the official journal of any organization. It therefore makes no distinction in favor of any. It is untrammelled in its absolutely independent position and is the only Nursery Trade publication which is not owned by nurserymen.

This Magazine has no connection whatever with a particular enterprise. Absolutely unbiased and independent in all its dealings.

Though it happens that its place of publication is in the eastern section of the country, it is thoroughly National in its character and international in its circulation.

Its news and advertising columns bristle with announcements from every news corner of the Continent.

It represents the results of American industry in one of the greatest callings—Commercial Horticulture in all its phases of Nursery Stock, Orchard and Landscape Planting and Distribution.

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THE
PREFERRED
STOCKTHE
PREFERRED
STOCK

DROP A LINE TO US

concerning those short items you will probably discover this month when you aggregate your Fall needs, and include your Want List for Spring. We try always to keep our assortment in good shape for general lists and to have also some of those scarce items including:

- | | |
|--|---|
| Roses
field grown | Ampelopsis Veitchii
(Boston Ivy) |
| Clematis
Large flowering and
Paniculata | Dielytra Spectabilis
(Bleeding Heart) |
| Hardy Perennials
A good list | Peonies
Named and unnamed by color |
| Ornamental Shrubs
Large assortment | Bush Hydrangeas |
| Tree Hydrangeas | Berberis Thunbergii |
| Fruit and Shade Trees | Staple kinds |

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Jackson & Perkins Company,

NEWARK, NEW YORK

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AMPELOPSIS VEITCHII 2 or 3 year.
CLEMATIS ASSORTED
CLIMBING ROSES
SPIREA ANTHONY WATERER
RASPBERRIES, LOTS OF 5,000 and 10,000
CUMBERLAND
ST. REGIS
BARBERRY THUNBERGII, CAR LOAD LOTS.

These Barberry are heavy 18-24 inch and 2-3 foot grade, grown especially for landscape work.

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CULTRA BROS., Mgrs.

ONARGA, ILLINOIS

Yellow Pine Box Material

Your boxing material may now be purchased on a very favorable basis as compared with the past spring. Yellow Pine prices have gone through quite a readjustment.

We specialize in bone dry resawn stock 7-16 in. thick by 6 in. and wider; in lengths from 8 feet up, bundled and tied. Car lots only.

Write or wire us for delivered price.

THE DIMENSION CO.

LOCKHART,

Alabama.

SURPLUS STOCK

PEACH—In Variety
QUINCE—Champion, Orange, Rea's Mammoth
GRAPES—One Year
CURRANTS—One year, red and black
SHELLBARK HICKORY—2 to 4 feet
BUTTERNUT—5 to 8 feet
SILVER MAPLE—6 to 12 feet

Pennsylvania Nursery Company
GIRARD, PA.

W. T. HOOD & CO.

Old Dominion Nurseries

RICHMOND, VIRGINIA.

To a practical Nurseryman, who is capable of taking entire charge of the propagation and growing of a General Line of Nursery stock for retail trade, we will sell an interest in this business.

We want for early Fall, 1920, Apples, Cherry, Pears, Plums, Evergreens, Shrubbery, Grapes, and Small Fruits.

Quote us on any of the above items what you can do.



PEACH SEED

—1920 CROP—

CALIFORNIA GROWN SEED.
SELECTED FROM THE BEST ORCHARDS.
PROPERLY GATHERED AND CURED.
SACKED READY FOR SHIPMENT.
WE WILL QUOTE F.O.B. KANSAS CITY, MO.
Write us at once for prices, either for large or small quantities.

CALIFORNIA NURSERY COMPANY

NILES, Alameda County, CALIFORNIA



American Nurseryman

The National Journal Of Commercial Horticulture

Entered September 1, 1916, at Rochester, N. Y. Post Office as second-class mail matter

Vol. XXXII

ROCHESTER N. Y., SEPTEMBER, 1920

No. 3

Annual Convention of the Southern Nurserymen

THE twenty-second annual convention of the Southern Nurserymen's Association was held at the New Charleston hotel, Charleston, S. C., August 18-19, President S. W. Crowell presiding, and Secretary-Treasurer O. Joe Howard in charge of details. Notwithstanding the fact that the weather was extremely hot, it was a good meeting.

In his annual address President Crowell told the members what they were there for. Theoretically, members of a trade organization join it to benefit by the accomplishments which organized activity can effect in behalf of the industry as a whole. President Crowell outlined the opportunities before the members and encouraged them to preserve along lines laid down and to be laid down as pointed out by the wisdom of the future.

The following program was presented:

"Thinking," Paul C. Lindley, Pomona, N. C.

"Horticulture Extension Plans Affecting Southern Nurserymen," Prof. F. B. Richardson, Agricultural College, Miss.

"Suggestions," G. M. Bentley, State Entomologist and Plant Pathologist, Knoxville, Tenn.

"American Association of Nurserymen," John Watson, Executive Secretary American Association of Nurserymen, Princeton, N. J.

"Trustworthy or Not," Chas. T. Smith, Concord, Ga.

"How Can We Eliminate the Activities of the 'Wildcat' Tree Dealer?—Don't Sell Him and Don't Buy from Him," Miss E. B. Drake, Cumberland Nurseries, Winchester, Tenn.

Two Hours for Thorough Discussion.

"Should a Nurseryman Invest His Profits or Gains in the Nursery Business?" Henry B. Chase, Chase, Ala.

"Substitution," O. Joe Howard, Hickory, N. C.

"Selling Seedlings," A. L. Ligon, Macclenny, Fla.

"Some Members of the Genus Liliun, for Culture in the South," Prof. R. N. Lobdell, Agricultural College, Miss.

Discussion on true conditions in each of the states represented at the convention. The president called on representatives from Huntsville Wholesale Nursery, Pigott Nursery Co., Glen St. Mary Nurseries, Ashford Park Nurseries, Hogansville Nurseries, H. F. Hillenmeyer & Sons, Clingman Nurseries, J. G. Harrison & Sons, James Brodie, L. P. Coulter, Greenville Nursery Co., Easterly Nursery Co., Southern Nursery Co., Texas Nursery Co., and others.

Among others present was Prof. A. F. Conradi, Clemson College, S. C. The Association decided to go to some point near Chattanooga, Tenn., in the mountains, next year. The 1921 convention will be held September 7-8.

By far the most important action by the Association last month was the appointment of a legislative committee, representing the Southern states, to formulate a bill to stop "wild-cat" Nursery sales. This committee was instructed to secure the passage of the bill by legislatures of the Southern states.

President Crowell made this pertinent observation:

"A new cover for the old house, a little paint, some new furniture, a little foundation planting, some gravel on the front

walk, and a new gate will make the old house, where Southern Nurserymen call home, more inviting, and I believe the passersby—Mr. and Mrs. General Public—take notice."

Many Orchard Sales

A despatch from Martinsburg, W. Va., says: Recently there has been much activity in sales and resales of orchard properties in this section. The prices paid have been very large in every instance.

The Smith Orchard Company of this city, has purchased a plant of 125 acres six miles from Martinsburg. It is planted to 12 and 14 year-old trees. The price paid was \$100,000.

L. P. Miller has purchased the Mountain Dale orchard at Paw Paw, Morgan county. The plant consists of 695 acres of land, of which 275 acres are planted to 8,000 trees. Mr. Miller paid \$75,000 for the property.

The Daniels Orchard Company of this city recently acquired a plant of eighty-two acres in the southern part of the county, planted to standard variety trees, the purchase price being \$75,000.

E. F. Griffith and Stewart Strong have purchased from G. P. and H. W. Miller, of Paw Paw, Morgan county, 130 acres of apple land near Old Town, Md. The purchase price was \$40,000.

The Virginia Valley Orchard Company, of Winchester, Va., with a capital stock of \$1,000,000, has purchased an unplanted tract from Dr. C. O. Miller, of Frederick County, Virginia, on which will be planted 30,000 trees. The price was \$110,000.

The Swan Pond Orchard Company of this city yesterday acquired 103 acres near Swan Pond, this county, half of which is planted to trees. The consideration was \$50,000.

Henry Brothers, of Winchester, Va., have sold their orchard to a number of local growers for \$42,000. The plant lies near Winchester and contains \$110 acres, of which seventy acres are planted to bearing trees.

Congressman George M. Bowers, A. C. Nadenbousch, Wilbur H. Thomas, Emory Thomas and Harry H. Rutherford have purchased the sixty-acre orchard owned by Dr. John A. Kern. The plant lies near Winchester and will yield 5,000 barrels this year. The purchase price was \$28,000.

Real estate agents say that inquiries for orchards and orchard lands are being received daily, and they predict much activity along that line before the end of the year.

The estimate of the apple crop for Berkeley county this year is placed at 400,000 barrels, which, growers say, should yield a return of at least \$2,000,000.

Vermont Horticulturists

The annual meeting of the Vermont Horticultural Society will be held at Castleton, at the MacRae orchard of \$12,000 apple trees, the largest in the state. H. C. C. Miles of Milford, Conn., assistant secretary of the New England Fruit Show and George A. Drew, of Greenwich, Conn., Manager of Conyers Farm of 25,000 trees, will speak. Following these addresses there will be short round-table talks of valuable experiences by fruit growers in Vermont. Later on there will be demonstrations of Friend Sprayer drawn by tractor and operated by two spray guns. There will be Niagara dust spray machine demonstrations, Power Peace apple sizer and grader machine, thinning and bridge grafting demonstrations, dynamiting for woodchucks, etc.

The Georgia Horticultural Society met at Indian Springs late last month. R. C. Berckmans is president.

Government Operations

One of the aids to tree planting on the prairie of Western Canada is a special train equipped with exhibits which is touring that region under the auspices of the Dominion Forestry Association. Shade trees about every prairie home is a consummation the association hopes to achieve by such a campaign among the farmers. The train stops in towns and hamlets and experts in tree culture deliver lectures and illustrate their lessons with moving pictures. It is stated that 5,000,000 small trees were distributed last spring among farmers of the prairie provinces from the government and other nurseries. Fifty million have been distributed in the last five years. It is believed, and there is warrant for the belief, that this extensive tree planting will in time transform the physical character of the great plains in that part of Canada. We know by sad experience what lack of trees will do in transforming a country, and it is easy to reason that regions now lacking trees may be changed for the better in equal degree. If our own prairie states would awake to this fact and get busy, it might be very much to their advantage.—Rochester Democrat & Chronicle.

Trees Half A Cent Each

The State Conservation commission is anxious that people should plant trees upon land that is good for nothing else. It is so anxious about it that it is raising seedlings and transplants and selling them at cost—less than a half cent per tree. The commission would undoubtedly plant a great many thousand trees itself if it were encouraged by an enlightened and foresighted legislature, but as things have always stood, the commission has never been given an appropriation large enough to do any more than to plant seeds of trees, grow the seeds into little trees three or four years of age, and then sell them to private individuals to plant.

The commission has just sent a circular and price list to all individuals who have ever let it know that they were interested in reforestation. The circular says: "Urgent need for reforesting denuded and waste lands now presents itself more forcibly than ever before. Timber and wood consumption has increased greatly during the last two years," and the work of reforesting which has never equaled by a long way the pace of cuttings, has begun, diminished.

So the commission urges owners of useless lands to plant trees and make the lands valuable to the owner and the country. Young trees for the planting of waste lands are something that is cheap, for white pine seedlings and transplants may be had for from \$1.50 to \$3 per thousand trees, according to age. Scotch pine and red pine cost \$1.50 to \$4.50, while Norway spruce cost from \$1.50 to \$4. White ash, white cedar, European larch, black locust, and some other varieties may also be purchased cheaper—a great many times cheaper than the price paid per thousand feet for lumber of any variety named.

If one can't live until the lumber is grown, which he can do if he is not too old, the young forest grows more valuable in the market every year, and is a good legacy to leave to one's children, or, at any rate, to the next generation. Also, a tree planted on a farm makes it more valuable to sell. No one can make money more certainly than in this manner.

A thousand trees cover an acre, and the cost per tree is less than a half cent! What will the tree be worth twenty years hence? Let people with cheap lands, either in the Adirondacks or with waste portions of farms, think it over.—Utica Observer.

Guessing At the Future---A Nursery Trade Survey

Address by J. R. MAYHEW, Waxahachie, Tex., Before the Southern Nurserymen's Assn., Aug. 18, 1920

In presuming to make a guess at the future, I am reminded that an All Wise Providence has placed certain limitations on man's ability to read aright the future, and in discussing what the future may or may not hold for us, I lay no claim to the art of prophecy. There is a way, however, where we may with propriety and with some degree of accuracy judge the future by the past, for many coming events cast their shadows before them. I am particularly pleased today to be with you, my friends, for during all these years I have found the fellowship of the Southern Nurserymen one of my chiefest inspirations. I am to the manner born a Southerner, and while I am true and loyal to my country, somehow the traditions of the South have always been of particular interest to me, and whether I will or not, I love the South and her splendid people best. I am, to a greater degree than is true of other sections, interested in her industrial progress, and I love to think of the time, and in the near future, when she will again come into her own; when her 15,000,000 bales of cotton annually, safeguarded with proper marketing and housing facilities, utilized by factories at our very door rather than upon New England shores, will make us a most prosperous and contented people.

My dream for Southern preferment does not end with industrial achievement. I am proud of what the South has wrought politically, and because the ark of Democracy has been committed into the hands of southern statesmen, and because I believe that the people's best interest can, and will be served through the success of the party of the South, I hope for our supremacy politically.

The South's Advancement

Is it because I allow sectional prejudice to influence that I worship at the Shrine of Democracy? I hope not, and I believe not. As long as we have the illustrious achievements of Washington, Jefferson, Lee and Woodrow Wilson with which to "point with pride," and Wilson's name belongs in the class where I have placed it, certainly I owe no one apology for this position. Did you ever stop to think of the wonderful strides the South has made during the past eight years, and such years as these have been? Can we think that all this is mere chance? By no sort of means. During the past eight years the South has had a square deal my friends, and that is all she has ever wanted. Under the square deal policy of President Wilson our bank deposits have trebled, and property values have enhanced more than 100%. Practically most of this good which has come to the entire country and to the South particularly, can be traced to the salutary legislation known as Federal Reserve Bank and Federal Land Bank, and the South has been benefited beyond any other section by reason of the fact that the seat of power in the money world has been transferred from Wall St., New York, to the centers of reserve districts over the country.

The Nursery Interest

If I have digressed to inject a matter political into discussion of your business problems, it is because success is wrapped up with the industrial progress of the South, and to the extent that the South prospers, will your business prosper. Last week I spent practically the entire week working with the farmers of Texas on a cotton marketing proposition. Now, I am not primarily a cotton grower, but the success of my business and yours, this year and every year, is to a considerable extent influenced by what the farmer receives for his product. During one of the meetings referred to last week one of the speakers deplored the fact that our young men and women were leaving the farm for the city, and we all realize that it is true, and that because of this, the matter of production to meet the world's needs is critical. As the speaker did not offer a remedy for this condition, someone asked me to state how this condition could be remedied, and I answered in just a few words, make the farm more profitable than

the profession or shop, and your young people will stay on the farm. You cannot consider this or almost any other question these days far, before you run into politics. Because, therefore, of the fact that all of these questions are so closely related, I offer you no apology for political digression.

The Policies Which Obtain

While your business progress is to a marked degree influenced by the industrial and political progress of the section where you operate, doubtless the most important factor in your success or failure is after all, the policies which obtain in the conduct of your business. Once upon a time, not so long ago, that many of you before me can remember, men in every walk of life reasoned that it was their privilege to pursue their own policies, regardless of what the public, or his associates in same line of business, might think, or desire otherwise.

Individualism, whether constructive or destructive, was a sacred right not to be interfered with. Man's inalienable right was to conduct his affairs in such fashion as he might determine, regardless of the rights of others. Co-operation along lines of broad brotherhood was a thing to be devoutly preached from the pulpit, but not to be thought of in business or in politics. Well, along came the world war and upset all of our thinking. To be sure a leading spirit here and there had always preached the doctrine of co-operation, the doctrine of brotherhood, but it took the world war to force the theory into practice, and the old regime will never be re-established.

My rights end where yours are imperiled, and this is to be the order of the day henceforth.

Out in Dallas, Texas, the other day, the Federal Court ordered the ice plants of that city to reduce the price of ice from 80c to 60c per hundred. Mr. Iceman immediately gave notice that his wagons were for sale, that he would make no more delivery of ice in the future. Very promptly came an order of the Court, "continue the delivery of ice as formerly at the price named by the Court, or a receiver will take charge of your business to carry out the Court's order."

Yesterday it was "the public be damned", and today it is the public must be served, and saved. Would you return to the policies of yesterday if you could? A thousand times no.

A Short Set-Back

In June, 1915, at Detroit the A. A. N. in recognition of this principle, appointed a committee of twelve to redraft its constitution and by-laws, and every day since this date progress has been made in the affairs of American Association of Nurserymen. Oh! to be sure a "monkey wrench" was thrown into the machinery at Chicago last June, and it will take perhaps a year or two to get the organization to going nicely again, but just as certainly as I am speaking to you, membership in A. A. N., is going to ring true to the Trade Mark worked out by Secretary Watson, and square with article 9, of the Constitution. If there is any nurseryman among us, I care not how big he is, or how little he is, who feels that these policies are an infringement of his rights, let him go his way and the balance of us will go ours. Furthermore, the inequality of membership fees and dues, according to the present basis, becomes more apparent with study, and must be revised. Let us make the best of it this year and promise ourselves that next June the kinks will all be straightened out, and that a schedule of dues fair to the man of small business and large business alike will be adopted. It is entirely proper that the National Association set the pace in the matter of policy, and if the policies adopted by the National Organization are right I am sure that we, of the Southern and other district organizations, will follow their lead. While speaking of the National Association's activities, I want to say that Mr. Watson's work, as Executive Secretary, is of the highest order, that his ideal for the Nurserymen of America, while high, is not too high, and that from

my point of view it is all practical of adoption.

"Trustworthy Trees and Plants" is not putting the question too strongly, and by the way if we are to have "trustworthy trees and plants" it must come about through trustworthy men.

Already members are coming to realize that A. A. N. has a right to inquire into the policies of its member, and because of this fact your own Paul Lindley, Chairman of Vigilance Committee, was very much in demand at the last convention by several of the "freelance members." Now men, all of this will be so much easier if every worthwhile nurseryman would become a member of the National Association. To be sure this and similar organizations should be kept going, but each of you owe it to yourselves and to the cause, to hold membership in the National Association.

Prices

In 1918 speaking before A. N. N. I made the statement that everything pointed to \$1 wholesale for No. 1 apple, pear and cherry, and already my prediction is distressingly close to realization, and when we contemplate the price of future stock, propagated on seedlings costing several hundred per cent more than in 1918, with labor at least one hundred per cent higher, who would be unwise enough to make a guess as to where we are going to land. A reasonable price retail today for a No. 1 fruit tree, of almost any variety, based on wholesale quotations, would be \$2.50 to \$3, and none of us are getting anything like that price, and I am doubtful if it would be the wise thing to do if we could. Already high prices retail are forcing the sale of smaller grades, with the result that our surplus is going to be in heavy stock which cost the maximum to grow and handle. Furthermore, we need today as not heretofore, some plan to first, determine a fair wholesale price, and second, to stabilize that price. Many retail nurserymen grow very little stock, depending upon the wholesaler for stock as his needs arise. It would be unfortunate to disturb this condition which in the past has augured well for both retailer and wholesaler. Unless the present situation is safeguarded, everybody is going into the growing end of the business, and somewhere along the line it will be overproduction, and again, ridiculously low prices. Here as everywhere else in life, we should endeavor to strike a happy medium. We look wise and talk about the high cost of production as being responsible for prices wholesale, when in reality this influence is negligible. I grant you that the cost should influence the price, but the one controlling factor has been, is, and shall be, until we establish a proper basis of cost, supply and demand. When we get caught with a big bunch of stuff that there is no demand for, we reduce the price hoping to move our surplus, and this regardless of costs.

The Cost Per Tree

Would it not be salutary to establish a cost per tree, based somewhat upon the cost of production of that tree, to the end that the retailer would not be eternally disturbed by this question? Take in the matter of grape last season, and to some extent this. Grape vines sold for more wholesale than we asked retail the year before. Now the cost of this commodity did not enter into the question. Nobody had any grape, and the price did not make a single additional plant. I had hoped that the financial condition of the treasury of A. A. N. would be such this year that Secretary Watson, who is vitally interested in this question, could begin to assemble data which would assist us in arriving at some satisfactory basis of costs, but we are forced to wait for this. I am convinced, however, that before we can hope to go very far in the matter of stabilizing our business we must work out some dependable system of accounting to enable us to determine costs.

Watchman What of the Hour

I have been interested and amused over a discussion in one of our Texas dailies on the subject "fixed principles" the editor taking the position that there was no

such thing as "fixed principles" in life. I believe you will agree with me that "fixed principles" in the Nursery business are almost if not quite unknown, perhaps to a degree not true in other lines of business. Precedent counts for less here than anywhere else in life. You do a certain thing a certain way and succeed. Next time you follow the rule of a year before, and fail. In no other line of endeavor does it take such initiative to get by, and because this is true you gentlemen, must be the most resourceful of all men. Furthermore, the Nurseryman is an optimist by nature. He has to be. If by chance his growing season is propitious, his sales collect, and he makes a little money, he is happy and contented; if, on the contrary, he is just able to "get by," you never hear him "cuss the Government," unless by chance he is a Republican and the Democrats are in power, and under such circumstances he does not mean half that he says. If the Reds ever become a menace to America, the Nurseryman will be on the side of law and order one hundred per cent, because he is one hundred per cent true American. I am not going to tell you that you are destined to grow rich in your business, that is, as the world counts riches, for I do not believe that your worldly possessions will ever prove a burden to you, but after all this should not cause you anxiety or alarm, for certainly this has become one of the "fixed principles" of life and destroys somewhat my argument in the preceding paragraph.

A Bright Outlook

After all gentlemen, wealth is a relative term, and the man who possesses enough wealth to maintain his loved ones in a respectable fashion, is just as well off, and oft' times better, than he who is endowed with larger wealth. While I do not think that you will grow rich in the Nursery business, I do not believe that the untoward conditions of the past will ever again like Banquo's ghost, arise to embarrass you. Business today is on a more stable business than ever before, and if we will use good judgment, I see no occasion to be anxious for the future. I believe that we are standing at the open door of opportunity in the South, and that our progress commercially, during the next ten years, will equal the progress of the past fifty years. Agriculturally, during the next ten years you will see the South outstrip the balance of the Nation in production, and mark my words, that section which produces food and clothing for a hungry world will come into its own industrially. The undeveloped resources of the South are just beginning to be realized by our own people, and are arresting the attention of the Nation. Out of the frigid North and out of the congested centers men will bring their families to dwell among us, and to help us to build here a greater Southland. With a climate unsurpassed on earth, with a soil the productiveness of which surpasses the Valley Nile of ancient history, with boundless acres as virgin as on creation's dawn, the South today holds out a beckoning hand to all who will, to come and partake of her bounty. Some thirty years ago I left my native state Alabama, and cast my lot in Texas. Monday, as I traversed that section, between Memphis and Chattanooga, which was the scene of my childhood and my young manhood, and witnessed the wonderful transformation of that section, I wished that I might drink at the fountain of youth once more, and be privileged to live another life dedicated to our dear Southland.

Opportunity for the Trustworthy

Your relation, gentlemen, to the progress of the South is apparent, because the Southern Nurserymen cannot be dispensed with in building southern homes. It is going to be your privilege to share in the most wonderful era of prosperity which the South has ever experienced, and to the man who grows "trustworthy trees and plants," and disposes of them under a trustworthy policy, certainly good things are in store for him. The need of the hour in the Nursery business, as well as everywhere else, is production. Strange as this statement may sound, prices are abnormally high and a reasonable reduction in prices would reflect a decidedly more healthy condition in our business. Our obligation to the planters of the South is to produce the best trees

Transportation

Marking Express Shipments

The following communications from Traffic Manager Sizemore, Louisiana Mo., to Secretary John Watson, A. A. N., are self-explanatory:

August 11, 1920.

Dear Mr. Watson—Received copy of bulletin No. 1 and note the publicity you have given the question of marking express shipments which if followed by the membership will save them lots of trouble and money. However, third paragraph of your reply to my letter will prove misleading to the membership if they follow your interpretation of the ruling which is not in line with that of the Express Company.

Using a shipper's original tag and simply erasing their Post Office, and writing the point of shipment thereon will not comply with the ruling and shipment so offered will be refused. They must be marked according to the sample tags and explanation that I wrote you about recently and in your next bulletin it would be well if you will make this correction. Along this line desire to call your attention to the following letter received from Express Company today which touches upon this subject and the self-explanatory:

Kansas City, Mo., Aug. 6, 1920.

American Association of Nurserymen,
Louisiana, Missouri.

Attention: Chas. Sizemore,
Traffic Manager.

(Am. Ry. Ex. No. KCDC No. 2441.)
(Am. Assn. of Nur. No. 514)

Dear Sir:

CL: F. H. Stannard & Co., Ottawa, Kan.
To J. Summers, Sapulpa, Oklahoma
11-13-1918.

This will acknowledge receipt of your letter of July 30th.

I have personally reviewed the file in connection with this claim. From a strictly right and wrong standpoint, we would be justified in continuing this declaration of claim, but, as the amount is nominal and there is some doubt as to just what action our agent at Sapulpa, Okla., took, in connection with this matter, I am going to give F. H. Stannard & Co., the benefit of the doubt and authorize this claim paid.

In connection with this subject, I wish to call your attention to existing instructions pertaining to handling of express where shipments are made from point different from that of the address of the shipper. Our present circular, dated January 20th, addressed to all agents, now prohibits the marking of shipments from one office and showing address of shipper as some other point. Those instructions were not in effect on the date shipment in question moved. However, from now on

and plants indigenous to this section, and at prices in keeping with the service rendered. If, therefore, we fail to produce stock in sufficient quantity to supply this demand, and through our failure prices are forced abnormally high, we have defaulted on our obligation. What the future has in store for us—I know not, no man knows. I do not want to know, I prefer to walk by faith. All that I want to know is, that as the days come and go you and I, may through the guidance of the unseen hand, so direct our efforts that good may result from our activities. That we may, in other words, measure up to the opportunities of every hour and every day and every year, that we may make our life count for the best possible. There are many things that need to be righted in this hour of the world's history, and there is a place for each of us to work. The opportunity that comes to you and to me, my friends, for right thinking, for aggressive leadership, is greater today than in any hour it seems to me in the history of this world. Let us be up and doing. I hope that you may determine here and now that you will produce better trees and more of them than ever before in life, that you will render a higher type of service than ever before, and if this is true I believe that we may with an unflinching trust approach the future, and tomorrow's problems will become yesterday's experiences.

they will be. We have experienced a great deal of trouble from just such transactions as this and have found it necessary to protect ourselves by declining to handle shipments of this nature in the future. Inasmuch as this shipment was made from Cushing, Oklahoma, it would be safe to assume address of shipper was Cushing. I do not know whether or not your attention has been called to this feature but would suggest that you endeavor to investigate same before the fall movement of nursery stock begins, in order that the members of your association may take the necessary means to protect their interests.

W. M. Stewart, Claim Agent,
American Railway Express Co.

If you will submit this to the membership they should be thoroughly posted regarding this matter and thus avoid any trouble along this line in the future.

August 11, 1920.

(Kans. City Div. Cl. 2441.)
(Am. Assn. of Nur. No. 514)
(Amount \$9.75).

Mr. W. M. Stewart, Claim Agent,
Am. Ry. Express Co. Kansas City, Mo.

Dear Sir: Received your letter of August 6th, regarding above claim and note that you have O.K.'d it for payment.

In answer to second paragraph of your letter regarding the marking of shipments when shipped from another point than that at which the Nurseryman is located, desire to call your attention to the attached bulletin issued by the Secretary of the Association July 31st, and mailed to the membership and on page 3, first and second columns you will note we have called their attention to this very matter and expect to follow it up until it is thoroughly understood by all of them. From this believe you will readily see we agree with the Express Company ruling and are heartily co-operating with them to avoid loss to all parties concerned.

Charles Sizemore,
Traffic Manager, A. A. N.

Valuation of Express Shipments

August 11, 1920.

Mr. John Watson, Princeton, N. J.

My Dear Mr. Watson: Paragraph two of the uniform express receipt reads as follows:

"In consideration of the rate charged for carrying said property, which is dependent upon the value thereof and is based upon an agreed valuation of not exceeding fifty cents per pound, actual weight, for any shipment in excess of 100 pounds, unless a greater value is declared at the time of shipment, the shipper agrees that the company shall not be liable in any event for more than fifty dollars for any shipment of 100 pounds or less, or for more than fifty cents per pound, actual weight, for any shipment weighing more than 100 pounds, unless a greater value is stated herein. Unless a greater value is declared and stated herein the shipper agrees that the value of the shipment is as last above set out and that the liability of the company shall in no event exceed such value."

From the above you will note if shippers do not declare the actual value, in case of loss or damage they will have to settle according to this paragraph, and in many cases it will be less than that of the invoice, therefore, believe their attention should be called to this in next bulletin.

From claims coming to me and correspondence I find quite a number of the members are running up against this paragraph in the excess receipt which leads me to believe they are not familiar with it. If the membership will always declare the actual value of each shipment they will be fully protected in case of loss or damage, and the slight increase in express rates for any value higher than covered by paragraph two of the express receipts will be very small compared to what may be lost by not declaring the true value.

Charles Sizemore,
Traffic Manager, A. A. N.

President J. A. Young of the Aurora, Ill., Nurseries, says that notwithstanding the packing house and office fire he is not losing a minute and that business is going ahead as usual.

The Privet Problem

Property owners who are becoming tired of cutting back California privet hedges regularly on account of winter injury are asking Nurserymen to suggest a substitute. Articles upon the subject have been published. It is still a timely topic. Naturally the trade as well as the public will look for practical suggestions. Among the substitutes recommended is Ibolium privet. The Elm City Nursery Co., New Haven, Conn., advise us:

"From reports reaching us from over a



No. 1

wide range of country where conditions are too cold for California privet to be successful, the indications are that Ibolium privet is in for a great range of popularity and usefulness and the sooner information is widespread as to Ibolium privet's merit the better for all concerned.

"While we are the originators and introducers of Ibolium privet, already quite a number of the leading horticultural propagators are working up a stock of it, and the time is not far distant when it will be very generally offered, we, by no means, having any corner on its sale."

Further information is appended:

We are enclosing with these notes illustrations of Ibolium privet, the new hybrid (L. Ovaliflorum x I. Iota).

Plate 1 shows a plant photographed as the new growth was just emerging this past spring, and is sent you to show how free from winter injury it stood the severe winter of 1919-20, practically every bud includ-



No. 3

ing the terminals coming into growth without the slightest injury whatsoever under winter conditions which played havoc with California Privet in this section, in many cases killing it quite to the ground.

A report recently reached us from the Arnold Arboretum states that Ibolium privet lived through the past winter without injury. In other words, there is no doubt that this new hybrid privet is quite as hardy as I. Iota, one of its parents, and may prove to be even more so, no testing being so far recorded indicating just what degree of temperature will be too severe for it.

Plate No. 2 shows a three year old plant, photographed June 21. This plant was transplanted last year and trimmed within six inches of the ground, the new growth pinched at intervals during the summer to induce bushiness. This spring it was left without pruning until within ten days before photo was taken when a number of the terminal shoots were pinched back. No attempt was made to induce bushiness at the base; its natural habit is strong in this particular contrasting favorably with California Privet and is a feature in Ibolium Privet's favor.

Plate No. 3 shows a typical Ibolium Privet coming two years old, dug from Nursery row July 15.

The mature foliage of Ibolium Privet resembles the California Privet to a marked degree, being perhaps in comparison with it a little less glossy and of a somewhat lighter shade of green. Under the pruning knife it quickly conforms to any required shape thickening up rapidly owing to its disposition to throw out lateral growths freely.

Ibolium Privet matures its foliage a little earlier than California Privet, in the late fall, taking on before maturity the richest bronze hues.

Ibolium Privet when left untrimmed develops into a graceful shrub, which flowers so profusely as to give it a place among the best flowering shrubs, see photo No. 4, followed with clusters of fruits which remain on to adorn the plant well into the winter.

When one considers the extended range over which Ibolium Privet will thrive as compared with California Privet, it is not to be wondered at that a very active interest in it is already asserting itself, and no doubt as soon as sufficient stock for propagating purposes can be disseminated its propagation will be taken up on an immense scale. The practical propagator will be interested to know that Ibolium Privet can be propagated with the same facility that has made the producing of California Privet so easy and inexpensive. It comes with equal freedom from either hard or soft-wood cuttings.

Another important characteristic of Ibolium Privet of value to the Nurseryman is its can't-be-killed character standing without seeming complaint all the hardships and exposures the most careless of nurserymen imposed upon Nursery stock. There is seemingly no season of the year when it cannot be dug up and transplanted, even during its most active season of growth, in fact, as an all-round plant, it is sure to be the Nurseryman's favorite and "Best Seller."

The experiment stations of the United States and Canada have plants of Ibolium Privet growing in their experimental grounds, and will be able to give information as to its character which will be of great local value. To those who wish to get up a stock right away for propagating purposes, the originators make the statement that it is unquestionably hardy wherever I. Iota Privet will thrive.

[American Nursery Trade Bulletin, August]

Connecticut Nurserymen's Reunion
Editor American Nursery Trade Bulletin:

The Connecticut Nurserymen's Association held its summer outing at Lake Compounce August 11, 1920. Owing to the inclemency of the weather the attendance was not quite so large as usual, but those present enjoyed the outing and especially the "get-together" part.

It seemed to be the universal opinion that the other Nurserymen and florists of the state, not now members of the Association, were not aware of the benefits they could derive from attending the meetings and outings of this Association, or they would make more of an effort to accept the cordial in-



No. 2

vitations, sent them, to convene with us.

These "get-together" meetings certainly do make for the betterment of any line of business. They are educators; they are friend makers, not only in the line of business but socially as well; and the short loss of time, in attending, is repaid a hundred-fold in the benefits gained.

We hope, therefore, that the Connecticut Nurserymen and florists will make a strong effort to accept the next invitation sent them to attend a meeting or an outing of this Association.

At a short business meeting (the regular annual business meeting, early in the year, had to be postponed owing to illness of officers) it was voted that the present officials continue in their respective offices until the next regular annual meeting in January, 1921.

The present officers of the Association are as follows:

President, C. F. Brainard, Thompsonville, Conn.

Vice-President, H. W. Gottschalk, Manchester, Conn.

Secretary, F. L. Thomas, Yalesville, Conn.

Treasurer, W. W. Hunt, Hartford, Conn.
F. L. THOMAS, Secretary.
Yalesville, Conn.

At Bostic, N. C.

George W. Jones, Valdesian Nurseries, Bostic, N. C., reports that there has been an unusual amount of rain in his section for a month but that all evergreens and ornamentals are putting on fine growth. The demand, he is sure, will exceed the supply.

The annual picnic of the employees of the D. Hill Nursery Company, Dundee, Ill., was held August 14th at Wing park.



No. 4



A GOOD ASSORTMENT OF VARIETIES IN YOUNG STOCK

NOTE—The prices quoted below are for actual nurserymen only.

ONCE TRANSPLANTED EVERGREENS

TWICE TRANSPLANTED EVERGREENS

Continued

Continued

EVERGREEN SEEDLINGS AND ROOTED CUTTINGS

Variety	Size Inch	100	1000
Abies Balsamea	4-6	\$ 4.50	\$ 35.00
Abies Macrocarpa	4-6	5.00	30.00
Abies Douglassii	4-6	3.50	20.00
" " " " " " " "	6-8	4.00	25.00
Abies Douglassii Fraseri	4-6	5.00	—
Biota Orientalis	4-6	3.50	25.00
" " " " " " " "	6-8	4.00	30.00
Biota Bonita	4-6	10.00	—
Biota Compacta	4-6	10.00	—
Biota Conspicua Aurea	4-6	12.00	—
Biota Nana Aurea	4-6	10.00	—
Biota Pyramidalis	4-6	10.00	—
Biota Rosedale Hybrid	4-6	10.00	—
Cedrus Atlantica	1-2	7.50	—
Ginkgo Biloba	4-6	7.50	—
Juniperus Canadensis	4-6	5.00	40.00
" " " " " " " "	6-8	6.00	50.00
Juniperus Communis	4-6	4.50	40.00
" " " " " " " "	6-8	6.50	50.00
Juniperus Dupressa	4-6	5.00	40.00
" " " " " " " "	6-8	6.00	50.00
Juniperus Horizontalis	4-6	9.00	75.00
" " " " " " " "	6-8	10.00	85.00
Juniperus Scopulorum	4-6	3.50	25.00
" " " " " " " "	6-8	4.00	30.00
Juniperus Virginiana	4-6	3.00	20.00
" " " " " " " "	6-8	4.00	25.00
" " " " " " " "	8-10	5.00	35.00
Larix Europea	6-10	2.75	17.50
" " " " " " " "	10-12	3.50	20.00
" " " " " " " "	12-18	4.00	25.00
Picea Alba	2-4	3.00	20.00
" " " " " " " "	4-6	4.00	35.00
Picea Canadensis	4-6	5.00	35.00
Picea Engelmanni	4-6	4.50	30.00
Picea Excelsa	4-6	2.85	13.50
" " " " " " " "	8-10	3.00	16.50
" " " " " " " "	8-10	3.50	20.00
Picea Pungens	4-6	6.25	47.50
Picea Rubra	2-4	3.00	15.00
Picea Sitchensis	4-6	4.50	30.00
Pinus Austriaca	4-6	4.50	30.00
" " " " " " " "	6-8	5.00	35.00
Pinus Banksiana	4-6	2.25	12.00
" " " " " " " "	10-12	2.75	17.50
Pinus Mont. Uncinata	4-6	5.00	35.00
Pinus Ponderosa	4-6	2.50	15.00
Pinus Rigida	4-6	2.50	15.00
Pinus Strobus	4-6	2.50	15.00
" " " " " " " "	6-8	3.25	17.50
" " " " " " " "	8-10	2.50	16.50
Pinus Sylvestris	6-8	3.00	16.50
Thuya Biota Orientalis (See Biota)			
Thuya Occidentalis	6-8	3.50	15.00
" " " " " " " "	8-10	4.00	25.00

ONCE TRANSPLANTED EVERGREENS

Variety	Size		
	Inch	100	1000
Abies Balsamea	6-8	\$ 8.50	\$ 75.00
Abies Canadensis	6-8	13.50	125.00
"	8-10	15.00	140.00
Abies Caroliniana	6-8	20.00	.....
Abies Douglassi	6-8	9.00	80.00
Juniperus Canadensis	8-10	15.00	140.00
Juniperus Aurea	6-8	20.00	.....
Juniperus Mascula	4-6	20.00	.....
Juniperus Communis	8-8	10.00	90.00
Juniperus Dupressa	8-10	11.00	100.00
Juniperus Hibernica	6-8	15.00	140.00
Juniperus Suecica	6-8	11.00	.....
Juniperus Sabina	6-8	20.00	.....
Juniperus Prostrata	6-8	20.00	.....
Pachysandra Terminalis	4-6	6.00	50.00
Picea Alba	6-8	8.00	70.00

Variety	Size		
	Inch	100	1000
Picea Excelsa.....	6-8	\$ 5.00	40.00
" "	8-10	6.00	50.00
Picea Pungens	6-8	10.00	90.00
Pinus Ponderosa	6-8	6.00	50.00
Retinospora Aurea	6-8	15.00	.....
Retinospora Platifera	8-10	15.00	.....
Retinospora Plumosa	8-10	15.00	.....
Taxus Canadensis	10-12	8.50	70.00
Taxus Cupidata	6-8	20.00	.....
Thuya Occidentalis	6-8	5.00	40.00
Thuya Compacta	6-8	15.00	120.00
Thuya Douglassi Aurea	6-8	15.00	.....
Thuya Eliwangiana.	6-8	15.00	.....
Thuya Gallica	6-8	15.00	.....
Thuya Hoveyi Nova	6-8	6.00	150.00
Thuya Hoveyi	6-8	15.00	.....
Thuya Lutea	6-8	17.50	.....
Thuya Pyramidalis	6-8	11.00	100.00
" "	8-10	13.50	125.00
Thuya Spicata Alba.	6-8	15.00	.....
Thuya Wareana Sib'a.	6-8	13.00	120.00
Thuya Wardwardi	6-8	15.00	.....
Tsuga Canadensis	6-8	8.50	120.00
" "	8-10	15.00	140.00
Tsuga Caroliniana	6-8	20.00	.....

TWICE TRANSPLANTED EVERGREENS

Variety	Size Inch	10	100
Abies Balsamea	6-10	\$ 2.00	\$ 15.00
" "	10-12	2.25	18.00
" "	12-18	2.75	22.50
" "	18-24	3.25	27.50
Abies Concolor	6-10	2.00	15.00
" "	10-12	2.50	20.00
" "	12-18	3.00	25.00
" "	18-24	4.00	35.00
Abies Douglassii	10-12	2.50	20.00
" "	12-18	3.00	25.00
" "	18-24	3.50	30.00
Biota Orientalis	10-12	3.00	25.00
" "	12-18	3.50	30.00
Juniperus Canadensis	10-12	5.00	40.00
Juniperus Communis	18-24	5.00	40.00
" "	24-36	6.00	50.00
Juniperus Dupressa	10-12	5.00	40.00
Juniperus Horizontalis	10-12	4.00	30.00
Juniperus Scopulorum	8-10	2.50	20.00
" "	10-12	3.00	25.00
Juniperus Virginiana	10-12	2.50	20.00
" "	12-18	3.00	25.00
" "	18-24	4.00	35.00
" "	24-36	6.00	50.00
Larix Europaea	12-18	2.25	18.00
Picea Alba	12-18	2.25	17.50
" "	18-19	2.75	22.50
Picea Canadensis	6-10	2.00	15.00
" "	10-12	3.00	25.00
" "	12-18	3.50	30.00
" "	18-24	4.50	40.00
Picea Engelmanni	6-10	2.00	15.00
" "	10-12	3.00	25.00
Picea Excelsa	10-12	1.60	11.00
" "	12-18	2.00	16.00
" "	18-24	2.75	22.50
" "	24-36	3.50	28.00
Picea Pungens	6-10	2.75	22.50
" "	10-12	3.25	27.50
" "	12-18	4.50	40.00
" "	18-24	6.50	60.00
Pinus Austriaca	8-10	2.50	15.00
" "	10-12	3.00	20.00
" "	12-18	3.50	25.00
Pinus Banksiana	12-18	2.50	15.00
" "	18-24	3.00	20.00
Pinus Mugho	8-10	3.25	22.50
" "	10-12	3.75	27.50
" "	12-18	5.00	35.00
Pinus Ponderosa	8-10	2.00	12.00
" "	10-12	2.50	15.00
" "	12-18	3.00	20.00
Pinus Strobus	12-18	2.50	12.00
" "	18-24	3.00	20.00

Variety	Size Inch	Price	
		10	100
<i>Pinus Sylvestris</i>	12-18	\$ 2.75	\$ 17.00
" "	18-24	3.25	22.50
" "	24-36	3.75	25.50
<i>Thuya Orientalis</i>	12-18	3.00	25.00
" "	12-18	3.50	30.00
<i>Thuya Occidentalis</i>	10-12	1.50	10.00
" "	12-18	1.75	12.00
" "	18-24	2.25	18.00
" "	24-36	2.50	20.00
<i>Thuya Compacta</i>	12-18	4.50	40.00
<i>Thuya Douglassi Aurea</i>	12-18	6.50	60.00
<i>Thuya Pyramidalis</i>	12-18	7.00	65.00
<i>Thuya Hoveyi</i>	8-10	3.00	25.00
" "	12-18	7.00	65.00

YOUNG DECIDUOUS TREES AND SHRUBS

Variety	Size	
	Inch	100 1000
Acer Saccharum	10-12	\$ 3.75 \$ 22.50
"	12-18	4.25 27.50
Berberis Barberry, Box	6-8	8.00 24.00
Berberis Thunbergii	6-8	3.50 22.00
"	10-12	4.00 30.00
Betula Lenta	10-12	5.50 40.00
"	12-18	6.50 50.00
Betula Lutea	10-12	6.50 50.00
"	12-18	7.50 60.00
Castanea Americana	10-12	4.50 35.00
Chionanthus Virginica	8-10	7.50 50.00
Cornus Paniculata	10-12	5.00 40.00
Cotoneaster Acutifolia	10-12	10.00 60.00
Crataegus Cordata	8-10	6.00 50.00
Crataegus Mollis	10-12	6.00 50.00
Cydonia Japonica	10-12	5.00 50.00
Deutzia Gracilis	6-8	7.50 50.00
Deutzia Elima	6-8	7.50 50.00
Deutzia Lemoinei	6-8	8.00 70.00
Evonymus Acutus	6-8	9.00 80.00
"	8-10	10.00 90.00
Evonymus Carrierei	6-8	10.00 90.00
Evonymus Europaeus	6-8	10.00 90.00
Evonymus Vegetus	4-6	10.00 90.00
Fraxinus Americana	6-12	3.50 15.00
"	12-18	3.00 20.00
"	18-24	4.00 30.00
Hamamelis Virginiana	4-6	5.00 35.00
Hydrangea Paniculata	10-12	8.50 75.00
Juglans Nigra	12-18	4.00 30.00
Ligustrum Amurense	10-12	3.50 25.00
Philadelphus Lemoinei	8-10	7.50 65.00
Philadelphus Erectus	10-12	5.00 40.00
Quercus Alba	10-12	5.00 40.00
Quercus Coccinea	10-12	6.00 50.00
Quercus Macrocarpa	10-12	5.00 40.00
Quercus Rubra	10-12	5.00 40.00
"	12-18	6.00 50.00
Rhus Glabra Laciniata	12-18	6.00 50.00
Spiraea Anthony Water	6-8	8.00 50.00
Spiraea Froebeli	10-12	6.00 50.00
Spiraea Van Houttei	10-12	4.50 35.00
Symphoricarpos Race's	10-12	5.00 40.00
Syringia Vulgaris	6-8	4.50 35.00
"	6-8	5.50 45.00
Syringia Buchner	10-12	25.00 100.00
Syringia Pres. Grevy	10-12	25.00 100.00
Tilia Americana	8-10	5.00 40.00
"	12-18	8.00 50.00
Tilia Platyphyllos	10-12	7.50 60.00
Ulmus Americana	2-3	15.00 60.00
"	3-4	20.00 80.00
"	4-6	35.00 100.00
"	8-8	50.00 100.00
"	10-12	80.00 100.00
Viburnum Americana	6-8	10.00 40.00
Viburnum Dentatum	6-8	7.50 30.00
Viburnum Molle	6-8	7.50 30.00
Viburnum Opulus	6-8	7.50 30.00
Weigela Eva Rathke	8-10	10.00 40.00
Weigela Rosea	8-10	8.50 35.00
Wistaria Chinensis	6-8	7.00 60.00

FRUIT TREE STOCKS

	Caliper	100	1000
Prunus Davidiana	$\frac{1}{16}$ - $\frac{3}{16}$	8.50	75.00
Pyrus Communis	$\frac{1}{8}$ - $\frac{3}{8}$	7.50	65.00

TERMS—Net Cash. First order from all firms not having an account with us should be accompanied by full cash remittance, which earns 3 per cent discount and boxing free. To customers of approved credit or who supply satisfactory reference, 30 days net. C. O. D. Orders will be shipped promptly when 1-4 cash is sent to insure acceptance at destination.

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Evergreen Specialists--Largest Growers in America

Box 402

DUNDEE, ILLINOIS

AMERICAN NURSERYMAN



CHIEF EXPONENT OF THE AMERICAN NURSERY TRADE

Featuring the Nursery Trade and Planting News of American and foreign activities as they affect American conditions. Fostering individual and associated effort for the advancement of the Nursery and Planting Industry.

Absolutely Independent.

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ROCHESTER, N. Y., SEPT., 1920

American Association of Nurserymen—President, Lloyd C. Stark, Louisiana, Mo.; vice-president, M. R. Cashman, Owatonna, Minn.; treasurer, J. W. Hill, Des Moines, Ia.; executive secretary, John Watson, 400 Nassau St., Princeton, N. J.; Assistant secretary and traffic manager, Charles Sizemore, Louisiana, Mo. Executive committee: Lloyd C. Stark, chairman; J. Edward Moon, Morrisville, Pa.; C. R. Burr, Manchester, Conn.; E. W. Chattin, Winchester, Tenn.; C. C. Mayhew, Sherman, Tex.; J. B. Pilkington, Portland, Ore.; E. S. Welch, Shenandoah, Ia.; T. B. West, Perry, O. Legislative and Tariff committee: C. H. Perkins, 2nd, Newark, N. Y., chairman. Meets 4th Wednesday in June in Chicago, Ill.

Western Association of Nurserymen—President E. P. Bernardin, Parsons, Kan.; vice-president E. H. Smith, York, Neb.; secretary-treasurer, George W. Holsinger, Rosedale, Kan. Executive committee: H. D. Simpson, Vincennes, Ind.; C. G. Marshall, Arlington, Neb.; C. C. Mayhew, Sherman, Tex.; E. E. May, Shenandoah, Ia.; J. H. Skinner, Topeka, Kan. Program committee: M. R. Cashman, Owatonna, Minn.; George A. Marshall, Arlington, Neb.; Harry Hobbs, Bridgeport, Ind. Next annual meeting in Kansas City, Mo., Jan. 26-27, 1921.

Pacific Coast Association of Nurserymen—President, Mrs. R. Day, Spokane, Wash.; vice-presidents, Fred W. Day, Yakima, Wash.; Albert Brownell, Portland, Ore.; M. R. Jackson, Fresno, Cal.; C. A. T. Atwood, British Columbia; C. T. Hawkes, Caldwell, Idaho; B. H. Bower, Provo, Utah; secretary-treasurer, C. A. Tonneson, Tacoma, Wash. Convention in 1920 at Spokane, Wash.

New England Nurserymen's Association—President, Charles Adams, Springfield, Mass.; vice-president, John K. M. L. Farguhar, Boston, Mass.; secretary, Sheldon Robinson, Lexington, Mass.; treasurer, V. A. Vanicek, Newport, R. I.

Northern Nurserymen's Association—President, M. R. Cashman, Owatonna, Minn.; secretary, E. C. Hilborn, Valley City, N. D. Convention of 1919 in Minneapolis, Minn., in December.

Southern Nurserymen's Association—Pres., Paul C. Lindley, Pomona, N. C.; vice-pres., C. A. Simpson, Monticello, Fla.; secy-treas., O. Joe Howard, Hickory, N. C.; 1921 meeting Sept. 7th.

Western Canada Nurserymen's Association—President, H. L. Patmore, Patmore Nursery Co., Brandon, Manitoba; first vice-pres., A. Mitchell, Mitchell Nursery Co., Coaldale, Alta.; second vice-pres., B. D. Wallace, Island Park Nurseries, Portage La-Prairie, Man.; secy-treas., T. A. Torgeson, Prairie Nurseries Ltd., Estevan, Sask.; Members of executive committee, Homer J. Barry, Clover Nurseries, Brammer, Alta.; W. J. Boughen, Valley River Nurseries, Valley River, Man.

A MID-SUMMER NIGHT'S DREAM

In view of the resolution by the Southern Nurserymen's Association, published in another column, criticizing periodicals generally for "resolving all differences between the Nurserymen and the public against the Nurserymen and in favor of the public," it is of interest to note (in substantiation of our claim that no periodical at any time has published a criticism of a Nurseryman unless a Nurseryman has given cause therefor) that the Progressive Farmer, published right in the territory of the Southern Nurserymen's Association, sought the opinion of the executive secretary of the American Association of Nurserymen before expressing its own opinion of a case in which Nursery agents were concerned—a case in which the employer of the agents, a Nurseryman, gave cause for the criticism expressed by the periodical in question, a criticism indorsed by the statement of the secretary of the A. A. N.

Here, then, is a Little Journey into the Realm of Ethics:

The Progressive Farmer has heard of several fruit tree agents going through the country selling fruit trees for low prices, and agreeing to prune and spray them for five years. The total amount received for these fruit trees is \$35 a hundred, plus one-half of the fruit the fifth year. Practically all of the trees that have been sold under this arrangement that we have heard about have been apple trees, and in the following paragraph we reproduce what the secretary of the American Association of Nurserymen has to say about the contracts that these folks make.

"Their contract as outlined to me by you and others seems to me to be impossible of fulfillment. Fruit trees, except peaches, are scarcer than last year and higher in price. I doubt very much that a nurseryman could buy them at \$35 a hundred; retail prices are several times that.

"While in the past certain nurseries have contracted to prune and spray trees sold, there is no record of any of them having done so. Those firms have not been of good standing and never in any case within my knowledge has any firm ever carried out such a contract. The retention of an interest in the apples up to five years is not the retention of a value, because there can't be any apples by that time; the suggestion of it must be regarded as a selling argument. It is not within the probabilities that competent men can be hired to do the spraying and pruning; many would be required, for that work is not such that it can be spread through the year. Abnormally low prices; later care that means expense and men now practically unobtainable; the suggestion of apples within five years; a contract such as no well-known or established firm of any reputation is now making or has ever been known to make—all these things stamp the whole proposition as something outside legitimate and proper business methods and something to be let severely alone by planters.

"My personal opinion as a nurseryman is that the offer itself discredits the scheme and those behind it. I doubt if they can show that they have carried out the same contract in previous years. If they can show that they have, they stand unique. It can't be done."

We can't get something for nothing and that is what these agents are promising. It is better to let them alone as they are not the kind of people from whom fruit trees should be bought.

Does the reader of these lines find it difficult to imagine that a planter who may have entered into an arrangement of the kind outlined above, after noting the editorial leader in the Progressive Farmer, elects to repudiate the arrangement on the ground of fraud and demands his money back? That would be a "difference between a Nurseryman and the public," and it might cause the Progressive Farmer in a later issue to "resolve that difference against that

Nurseryman and in favor of the public." All of which might call forth a resolution from a Nurserymen's Association, of which that particular Nurseryman was a member in good standing, criticizing that periodical. Then, of course, the Progressive Farmer would gleefully refer back to its editorial leader (above) and persist in quoting the secretary of the American Association of Nurserymen to the effect that the contract in question seems "impossible of fulfillment," and "while certain Nurseries have contracted to prune and spray trees sold, there is no record of any of them having done so," and "the offer discredits the scheme and those behind it!"

According to the resolution of the Southern Nurserymen's Association, that is plain discrimination "against Nurserymen and in favor of the public." It is exactly as much so as is a statement (also accompanying an exposition of a particular case) that a Nursery concern should make good voluntarily and not under threat all losses on the part of the public for shipment of dead and dying trees and trees from which crown gall and hairy root have been carefully trimmed.

It is discreditable, according to the executive secretary of the American Association of Nurserymen, for Nurserymen to promise to prune and spray trees sold and not to do it.

It is discreditable, according to the American Nurseryman, for Nurserymen to promise to deliver Trustworthy Trees and come so very far from doing it.

The resolution of the Southern Nurserymen's Association, therefore, is at fault in that it did not also in its third resolving paragraph "deplore the action of the Executive Secretary of the American Association of Nurserymen in making public a matter between certain Nurseries and their many customers when that matter is satisfactory to the Southern Association as shown by the fact that despite any movement which may have been made by that Association to apprehend and punish the certain Nurseries referred to by the Secretary, the work of those Nurseries and their agents goes on."

There was ample opportunity to have included this paragraph, for the discriminating publicity in behalf of the public based upon the opinion of the Secretary of the A. A. N., was made by the Progressive Farmer within earshot of the Southern Association's meeting place, a month before that meeting, July 17th.

The statement by the secretary of the A. A. N. was sent upon the request of a publisher who asked for an opinion in connection with a case upon which he was about to comment editorially and publicly. Significance of omission of the paragraph, referred to above, from the Southern Association resolution consists in the fact that the criticism about which the Association finds fault was circulated within the trade, while the criticism of Nurserymen about which the Southern Association is silent was circulated publicly, (1) a list of nearly two hundred thousand, and mainly in the Southern states. It would seem proper that an amendment be made to the resolution in question, covering this omission.

ALL PRACTICAL

"I want to say that his [Secretary Watson's] ideal for the Nurserymen of America, while high, is not too high, and that from my point of view it is all practical of adoption. 'Trustworthy Trees and Plants' is not putting the question too strongly."—J. R. Mayhew before Southern Nurserymen's Association.

AN IDYLL OF THE SPUD

If so lowly a subject as a boiled potato is found worthy of the cost of a four and one-half inches homily, top of page, first column, next to reading matter in the Sun and New York Herald—paid advertising—what might be done with any tree or shrub or vine produced or sold by Nurserymen? Listen:

TRIUMPHANTLY BOILED

That famous old epicure, Doctor Doran, once said:

"The first art in boiling a potato is to prevent the boiling of the potato."

What he meant is that great patience and close attention are necessary—

Just such patience and attention as cause the potatoes at CHILDS to come out of the pot triumphantly well boiled.

Home Fried Potatoes—first carefully boiled, then deliciously browned in the pan—a supper specialty at CHILDS.

An inch-deep signature of what Abe Potash calls the Children's Restaurant fills out the space in the above advt. And all about an article which when "triumphantly boiled" or simply soused, is doomed to a quick exit!

It perhaps would not have occurred to the advertising agency which handles the restaurant's publicity so to exalt a potato before the price of this commodity per bushel surpassed that of a haunch of venison, and by the same token the Nurseryman may be excused for not setting upon a printer's ink pedestal until now a particular tree or shrub in similar manner. But now that the price of a tree or shrub has passed from two modest figures to three, think of the opportunity afforded! For whether essayed by retailer for direct results or by wholesale or national association for general results, the sally could be made in a flight which nothing which comes out of a flesh pot could inspire. The spud is consigned to speedy destruction or ignominiously thrust into a dark cellar. The tree plant is placed in a carefully selected position in the sunlight—often of honor, tenderly placed in most cases; watered, petted and anxiously watched, not once or twice, but repeatedly—

Sound! Go to it. You know the rest. Stretch it out into a series of word pictures, step by step up to and through the blooming and fruiting periods—and the repetition of Nature's wonders, year after year. There's no limit!

Someone will do it—then we'll point with pride and tell you we told you so; years hence.

In response to our suggestion that the American Pomological Society should announce its attitude regarding Quarantine 37, we are advised by Dr. L. H. Bailey, the president, that the Society has not held a meeting in a long time and therefore no action in the matter, which would be representative of the Society, could be taken. We have every reason to believe that the Society stands solidly for the protection of American Horticulture.

That's a strong line heading, the business announcement of Stark Bros N. & O. Co.: "105 Years in the Nursery Business." It conforms exactly to our repeated injunction to feature your specialty. If you have an exclusive point, play it up strong. Most concerns have some particular characteristic which could be emphasized. Even if it is not really exclusive, a slogan can be indelibly associated with a firm's or company's name. Witness: "Princeton Products are Ornamental"; "The Preferred Stock"; "Established 1854"; "1000 Acres 73

HERE'S WHERE THE A. A. N. TRADE-MARK COMES IN

Sylvanus Van Aken, Ulster County, N. Y., discussing the difficulties of distinguishing varieties of nursery stock, dormant, in storage, says in Rural New Yorker:

A grower delivered some trees to a retail nurseryman in a large nursery center. They were supposed to be Northern Spy. Now the Spy in its make-up as a tree is quite distinct from Baldwin. An expert of the storage plant was assigned to grade these supposed Northern Spys. It occurred to him when he had half finished his job that they did not look like Spy, and he reported the matter. Another experienced man was called, and after looking the trees over for some time he concluded that they were Spy and that the grower had made no mistake. The thing was investigated further, and it developed that the grower had dug the wrong kind, and that the trees were Baldwin. Here is a question where the case was about the two most important varieties of apple, and yet one expert was in doubt and the other came to a wrong conclusion as to their true name.

The same thing holds in regard to cherries. It is an easy matter to tell Large Montmorency from Early Richmond in the nursery row, but let somebody mix up these two varieties in the storage, and the chances of the keenest eye separating them in all cases so as to be sure about it are extremely small. English Morello is usually not as good a grower as either Large Montmorency or Early Richmond, but sometimes, when the soil is just right for them, the English Morello does as well as Mont-

morency. Here, then, are the three kinds of sour cherry, the most extensively planted, which oftentimes so nearly resemble each other as to make their identification merely a guess unless they are correctly labeled.

Flemish Beauty pear has a dark red appearance and closely resembles Clapp's Favorite, being somewhat darker. These two kinds are often hard to distinguish, but it is easy to tell either of them from a Bartlett. On the other hand, Bartlett and Sheldon are so near alike that they could not be separated without some risks in many cases. The Japanese kinds of plums, such as Burbank and Abundance, are not easily mistaken, and there is no trouble at all in getting them separated from the European sorts. Shropshire Damson is easy to tell, German Prune has its characteristics, so has Lombard. Varieties of peaches are the hardest kind of all to pick out. There is no easy way of separating them once a mixture has been made. It may be possible with a very few kinds, but it could be rarely done with certainty. Here, then, is another strong argument in favor of patronizing the most honest and reliable Nurserymen, and we should be willing to pay for such honesty.

Sylvanus Van Aken.

Ulster Co., N. Y.

The editor of the Rural New Yorker remarks: "But what test shall we use to determine the 'honest and reliable Nurseryman'? That is what most fruitgrowers want to know."

That is just where the Trade Mark of the A. A. N. comes in. It is the intention that it shall answer that question.

Years"; "Hill's Evergreens"; "Headquarters for New Fruits of Real Merit"; Heikes—Huntsville—Trees"; "Star Roses, Oak Brand Shrubs, American Pedigree Canas"; "Little Tree Farms"; "Old Dominion Nurseries", etc. Look 'em over. What's yours?

AN ASSOCIATION ASSET

It is with especial interest that we publish the following communication:

Editor American Nurseryman:

We wonder if the members of the American Association of Nurserymen fully realize the benefits to themselves which could be obtained by sending in freight bills to Mr. Sizemore for auditing. He has just gotten back for us something like \$255.00 on eight carload shipments, which we received last winter, or an average of more than \$30.00 per car. That "helps some" in these days of high freight rates.

It seems to us that this service which is rendered by Mr. Sizemore for members of the Association should be more generally used, and the benefits of it should be more widely indicated in the trade papers. If you feel disposed to publish this letter, as a means of spreading the good news, we shall be glad to have you do so.

JACKSON & PERKINS CO.

The work of Traffic Manager Sizemore stands out prominently in the records of the A. A. N., as proving beyond all doubt that it is of decided advantage for the Association to have a traffic manager and that the right man is holding the office. The Association is fortunate in being able to command the services of so well-informed, so energetic and so generally capable a man for this position. We are sure that every member of the Association took particular pleasure in heartily indorsing the action of the executive committee in providing Mr.

Sizemore with an office, a stenographer and a fixed salary. Now, as Jackson & Perkins Company say, let Association members make the most of the opportunity to get what is due them on freight and express claims, especially in these days of high costs for transportation. Mr. Sizemore has produced wonderful results with poor facilities; now that he is better equipped, he can handle still more effectively the claims presented to him.

COMMITTEE PROCEEDINGS

The American Association of Nurserymen's bulletin, as prepared by Secretary Watson, affords a good means for getting to the membership exclusively matter in which they are particularly interested and which they should have. It has been one of the hobbies of the American Nurseryman that a most desirable condition will be reached when the American Association shall have a paid secretary on full time with an office force developing national trade affairs every business day in the year. This we preached under preceding secretaries in and out of season. The realization is at hand. Now may we be permitted to suggest further that members of the American Association be made acquainted at frequent intervals with the proceedings of the executive committee on publicity or market development? This could be done conveniently, we believe, though the Association bulletin which would confine such information to the membership where it rightfully belongs. Since the members are paying substantial dues, they will more than ever appreciate being kept closely in touch.

The annual meeting of the New York State Nurserymen's Association will be held in Geneva, N. Y., September 2nd.

The Test of the Trade-Mark---Under Attack

Is There An Attempt To Befog the Issue?---The American Nurseryman Is Talking About Just What J. R. Mayhew Talked About at the Meeting Where This Journal Was Criticised for So Talking---It Is Talking About Just What the American Association of Nurserymen Is Talking About, Just What the Secretary of the American Association Has Been Commended For Talking About, Just What the Chairman and All the Members of the Vigilance Committee of the A. A. N. Have Been Talking About: The Preservation of the Trade Mark and All That It Stands For and the Observance of the Constitution of the American Association---An Unexplained Violation.

"Yesterday it was 'the public be damned'. Today is it 'the public must be served, and saved.' In June, 1915 at Detroit, the A. A. N., in recognition of this principle, appointed a Committee of Twelve to redraft its constitution and by-laws, and every day since that date progress has been made in the affairs of the American Association of Nurserymen. Membership in the A. A. N. is going to ring true to the Trade Mark worked out by Secretary Watson, and square with Article 9 of the constitution. If there is any Nurseryman among us, I care not how big he is or how little he is, who feels that these policies are an infringement on his rights, let him go his way and the balance of us will go ours."—J. R. Mayhew, before the Southern Association.

"It is entirely proper that the national association set the pace in the matter of policy, and if the policies adopted by the national organization are right I am sure that we of the Southland and other district organizations will follow their lead."—J. R. Mayhew before the Southern Association.

"Already members are coming to realize that the A. A. N. has a right to inquire into the policies of its member."—J. R. Mayhew before the Southern Association.

Resolution Passed by the Southern Nurserymen's Association in Annual Convention at Charleston, S. C., August 19, 1920

Whereas, During recent years there has been a disposition on the part of periodicals generally to resolve all differences between Nurserymen and the public against the Nurserymen and in favor of the public; and

Whereas, In the spirit of fairness the Nurserymen through Association action have shown a willingness to investigate all claims of both unfairness and error, appointing for the purpose committees both on vigilance and arbitration; and

Whereas, The Nurserymen are entitled to be heard in their own behalf on all these matters before judgment is passed; be it

Resolved, By the Southern Nurserymen's Association in Convention at Charleston, S. C., this August 19th, 1920.

First, that we urge our committees that while due diligence should be used in endeavor to place the Nursery business on highest possible plane, greatest caution must be used, to the end that no injustice be done any member;

Second, That we condemn the practice of many journals of parading before the public the shortcomings of "ye Nurserymen," believing that such practice is inimical both to the public and Nurserymen and is destructive of confidence which is the basis of satisfactory trade relations. With a few farm journals it is "yellow journalism," run mad;

Third, that we deplore the action of the American Nurseryman in a recent issue making public a matter between Harrison Nurseries of Berlin, Maryland, and one of their customers, when said difference had been adjusted seemingly to the satisfaction of interested parties. Such publicity in our opinion being unwise and harmful, both to the Harrison Nurseries

and to the Nursery interests as a whole;

Fourth, that while we are in hearty accord with all plans for higher ethical standards in the Nursery business, and pledge our efforts individually and collectively to this end, we resent as unfair and untrue the implication often made, that there is something particularly bad in the Nurserymen's policies;

Resolved, Further, that a copy of these resolutions be sent both American Nurseryman and National Nurseryman with request that it be printed.

We are not greatly surprised by this action of the Southern Nurserymen's Association. Too long we have labored to get meager results, step by step, in the development of a higher standard of Nursery trade practice, in the face of apathy or direct opposition, to expect unanimity of sentiment in that direction. Former President Mayhew and his famous committee on reorganization met and worked valiantly against the condition we had faced for years beforehand, and lived to see criticism of his course turned into highest praise. The American Association of Nurserymen during the last two years has been working hard through its official board and committees to overcome the drag which strained the nerves of the far-seeing members to the utmost, and had the satisfaction of seeing that work indorsed for the most part at the convention last June, heartening it for the work ahead. The goal has not yet been gained. As we have said, another hand has been played and the points have been scored, but the game is yet to be won. The uncertainty as to the character of the card which will be turned up next is what makes the game interesting. As it is our deal now, we may say:

It is exactly the attitude of Nurserymen expressed in the first paragraph of the preamble of the resolutions above quoted which has caused the formation of the sentiment among the public that has unnecessarily been a criticism upon the Nursery industry—the sentiment expressed a short time ago by George E. Murrell, formerly a Nurseryman, now the horticulturist of a great system, engaged in the planting field upon a large scale, that "participation of Nurserymen in a horticultural campaign was questioned because of the belief that so much outspoken antagonism existed toward Nurserymen that their presence would imperil rather than help such a campaign."

It is exactly the opposite attitude to that of the above first paragraph which the American Association of Nurserymen has taken. Instead of regarding periodicals generally as having a disposition to resolve all differences between Nurserymen and the public against the Nurserymen and in favor of the public, the American Association has admitted that in some cases Nurserymen have been plainly at fault; that the public should be protected against the practices of the comparatively few Nurserymen whom it is the intention of the American Association to ferret out and punish; that

not without reason have periodicals pointed out cases of fraud and misrepresentation on the part of some Nurserymen; that it the purpose of the American Association to clean house. As the result of this action by the A. A. N., behold the "disposition on the part of periodicals generally!" Apparently there was scarcely room in the last bulletin issued by the secretary of the A. A. N., to quote expressions from the news and editorial columns of periodicals generally, shouting encomiums in behalf of the Nursery industry as represented by the national organization.

With regard to the second paragraph of the preamble, it is respectfully asserted that while the eleventh hour willingness "to investigate all claims of both unfairness and error" through committees on vigilance and arbitration, is evidence of progress, the public and periodicals generally very properly demand something further than investigation; what they want is results.

As to the third paragraph of the preamble, an experience of more than a quarter of a century in reading most of the horticultural and agricultural publications and a large part of the general press, in connection with the development of the Nursery industry, has failed to discover a disposition to do anything else than to obtain a hearing on the part of accused Nurserymen before judgment is passed. The practice in this matter generally is fairly represented by the action of the Progressive Farmer, quoted in another column of this issue, in seeking the statement of the Nurserymen generally through the secretary of the national organization before passing judgment. As for the American Nurseryman, one of the principal tenets in the policy of its editor, scrupulously maintained through an experience of upward of thirty years in daily and weekly journalism and nearly three decades in monthly journalism, has been to give both sides of every controversy. So tenaciously has this been observed that often the side of the accused has been given at much greater length than has that of the complainant. In the case of the shipment of trees from Maryland to Orleans, Ind., reported in the August issue, space to the amount of 28½ column inches was given to a hearing of the accused, while the complainants were given 15½ inches. The third paragraph of the preamble, therefore, does not apply in any manner to this publication.

As to the four sections of the first resolution:

1. The Southern Association and the American Nurseryman are in total agreement in the first paragraph. So far as this journal is concerned, we challenge the pointing to a single line which at any time did injustice to any member of the Southern Association or of any association, or to any unattached Nurseryman.

2. All guns of "yellow farm journals or other farm journals and the press gen-

erally will be spiked the moment there is unanimity throughout the Nursery trade for hearty co-operation on the recently adopted policy of the American Association. We venture to say that never in the history of any movement for betterment has there been quicker or more emphatic response on the part of the press than was the case when the A. A. N. announced through its publicity department its new departure. There is no need for "condemning the practice" of many journals "parading before the public." There is urgent need for condemning the practice of any persons who persist in giving the press the thunder it belches forth. You cannot make a noise when the material therefor is lacking.

3. The American Nurseryman did not "make public" the matter referred to, unless the Nursery Trade is regarded as the public; it is, of course, a fractional part of the public. It is the third paragraph of the resolution which clearly shows the gap that is still to be bridged before the main organized section of the American Nursery trade can sail in a smooth sea under its banner of Trustworthy Trees. For, regardless of what has become practice, or of any special case which may be in mind, by all the laws of human nature under existing conditions, some member somewhere will take a chance and violate the letter and the principle of the Trade Mark, knowing that if caught at it all he need do is to hand back the money paid by the purchaser and proceed as before, without loss. And if there is still a trade organization which will back him up, and a trade paper which will back up that organization, he can pose as the aggrieved party and cherish the sympathy of associates. Furthermore, some periodical or some daily newspaper, "parading before the public," is sure to speak of the shortcomings of "ye Nurseryman" generally because of now and then a case of this kind. The thunder material has been provided.

4. The American Nurseryman, as all our readers full well know, indorses in fullest measure the fourth paragraph of the resolution. Indeed that paragraph is a reproduction of sentences printed time and again in the columns of this journal. The loyalty of this publication to the best interests of the industry and its reiteration that the Nursery business is one of the noblest in human endeavor are beyond question; they are as pronounced as is the regret with which it views an occasional attempt to tear down what has been built up at so great cost of effort, money and time.

Are we to understand that it is the opinion of the Southern Nurserymen's Association that Nursery Trade news should be suppressed from a Nursery Trade journal? For what reason?

When the American Nurseryman publishes a news item to the effect that a Nursery concern has received an enlarged repeat order as evidence of satisfaction, no bouquets too large to pass through the office door are thrown. A news item of the opposite character draws a criticism. Is it possible that the only inference therefrom correctly represents conditions, even in this topsy-turvy world.

According to the resolutions adopted last month by the Southern Association, copies of those resolutions were sent to two Nursery trade journals. By every law of consistency, one of those journals must unequivocally indorse those resolutions.

Article 9 Of the Constitution of

THE AMERICAN ASSOCIATION OF NURSERYMEN

It shall be the duty of every member of this Association to report to the executive committee hereof any character of dealings on the part of the Association members not in accord with established business ethics, and the executive committee shall immediately make such investigations as will develop all facts in the case and bring their report before the next annual meeting of the Association. If, upon evidence deduced, it is proven that such members' dealings violate ethical relations, he shall be expelled from this Association by a majority vote of the members present at any annual meeting, provided such member shall have the right to be heard in his own behalf before such action is taken.

THE STANDARD

Printed on the back of every program folder in the hands of members of the Southern Nurserymen's Association in Charleston convention last month was the following:

THE NURSERYMEN'S CREED

We purpose not only to trade fairly, but to insist that those associated with us do so, and that those of whom we buy and to whom we sell so conduct their affairs as not to discredit the industry that means our livelihood, the work to which we give our lives, and the standing of the business from which we take our position in the community.—John Watson, Executive Secretary American Association of Nurserymen.

The understanding of the American Nurseryman, which has preached that doctrine for thirteen years, is that those words mean exactly what they say and that it is the standard upon which the American Association of Nurserymen has set its seal of approval.

In our opinion the matter in the last issue of this journal relating to a violation of the Trade Mark of the A. A. N., is in direct aid to the vigilance committee of that organization. That opinion is borne out fully in a recent communication which observes that the publication of a few instances of the kind, together with the work of the vigilance committee of the American Association will without question have a very wholesome effect.

The documents in our possession, relating to the Orleans, Indiana, case; referred to in our last issue, are so voluminous that we have no thought of inflicting them upon our readers. There are photographs, too, of the trees and their roots, which, while they are highly corroborative, seem hardly necessary.

Almost as good as another Chicago convention, isn't it? Well, maybe it's due to the abnormal summer weather.

The Southern Nurserymen's Association, in annual convention in Charleston, S. C., last month elected: President, Paul C. Lindley, Pomona, N. C.; vice-president, C. A. Simpson, Monticello, Fla.; secretary and treasurer, O. Joe Howard, Hickory, N. C.

An Entomologist's Finding

Following is the statement by State Entomologist Frank N. Wallace:

"The shipment of trees Troth Brothers received from Harrison Nurseries was about as poor a shipment of trees as I ever saw come into this state. I took the data on the shipment and some of the trees up to the Chicago meeting with the intention of laying it before the Nurserymen's Association, providing I could not get any action from Harrisons. They contented in their correspondence that they would settle for the trees after I had inspected and condemned them, but I claimed it was not my duty nor did we have sufficient funds to inspect every shipment coming into Indiana. I told them that I must rely on the inspection certificates on the shipments coming in from outside of this state.

"What made me particularly bitter was the fact that the crown galls had been trimmed off these trees. There were one hundred thirty-eight with crown gall and hairy root which had been trimmed off nicely with the knife and to this date I have never received word from Harrisons' as to who trimmed these off and why they were trimmed? At Chicago Mr. Harrison agreed to furnish me this information as soon as he returned to his office but he has not done so as yet.

"There is some excuse for crown gall trees getting into a shipment but I cannot find any excuse whatever for the galls being trimmed.

"In this shipment there were 137 trees with dead tops and these trees were apparently dead before being shipped. Mr. Harrison claimed that these trees were damaged in shipment, but it did seem queer that the hairy root and crown gall trees had live tops and the trees with dead tops had live roots also. I could not understand it.

"I will be frank in saying that before I went to Chicago I did not think the nurserymen intended to clean house themselves; but after attending a day at the convention I became convinced that they were sincere in the matter; but that, of course, it would take time."

Repeated efforts, by mail and wire, have been made to obtain a statement in regard to the article published in an Indiana newspaper declaring that crown gall had been carefully trimmed from trees shipped from the Nurseries at Berlin. Still in the hope of a convincing explanation, this despatch was sent at press time:

Telegram

Rochester, N. Y., Aug 27, 1920.

Harrison's Nurseries
Berlin, Maryland.

Sorry we have not had statement in reply to our letter subject trimming crown gall from trees as published in Indiana newspaper two months ago. Up-to-date trade journal cannot ignore what is said in criticism outside the trade—not in advertised Trade Mark days. Delays holding our forms open until first of week. Your wire or letter mailed Saturday will reach.

AMERICAN NURSERYMAN.

The reply quoted the district association resolutions but made no reference to the subject in question.

We trust that, for a time at least, the field has been cleared in this issue and in the last issue, and that we may pass on to other matters; though it is to be noted that constructive criticism is what makes for progress always.

Commercial Orcharding

Southern Apple Belt May Soon Excel Western New York

WESTERN New York will not long maintain its position as the leading apple producing section of the United States. Within a few years the banner of apple production will be held by the growers of the great Appalachian valley belt extending from Southern Pennsylvania to Southwestern Virginia, says Elmer E. Reynolds in the Rochester Post Express. These predictions are based on observations made on the tour and conference on fruit diseases of the American Phytopathological society, arranged by the advisory board of American plant pathologists and covering portions of Virginia, West Virginia, Maryland and Pennsylvania. The inspection began at Staunton, Va., Monday, August 2d, and continued down the Shenandoah valley, across the Potomac river, through the Cumberland valley in Pennsylvania, ending Saturday in Lancaster county near Philadelphia.

Commercial apple growing is a comparatively new industry in the valley of Virginia. Most of the trees are less than 25 years old. Nevertheless, there were 2,185,000 commercial apple trees in Virginia in 1918, of which 60 per cent were between the ages of one and twelve years. Orchard planting has been done on an extensive scale since, and it is probable that the number of trees is now close to the 3,000,000 mark. This is also true of West Virginia and Maryland, so far as it relates to orchard development. And what is more important is the fact that these young orchards are being developed under the most thorough culture, following the up-to-date scientific methods, and there is little doubt that a large percentage of the trees will live to maturity and produce large yields of choice fruit.

Growth of Orcharding in One County

Augusta county, of which Staunton is the county-seat, is one of the youngest in commercial apple production, but is destined to be the largest apple-producing county in the Shenandoah apple belt. In Augusta county, there are 5,500 farms, and on every farm there is an orchard which the owner is working to develop into a commercial proposition. There are now 1,200 orchards that produce or ship one or more carloads of apples a year. The largest commercial orchard in the county contains about 22,500 trees planted on 750 acres. There are more orchard companies operating in Augusta county than in any other county in the United States. At the International Apple Shippers' Association exhibit, Augusta county has won the president's cup for the past two years. There are 400,000 bearing apple trees in the county, which represent an investment of \$4,000,000.

A characteristic of all this apple district is the spirit of genuine co-operation among the growers. They are intensely interested in orcharding. They co-operate for orchard improvement and in marketing enterprises. A demonstration of their team work is the eradication of red cedar rust. It has been found by the pathologists that the proximity of red cedar to orchards is the cause of the cedar to orchards is the cause of the cedar rust, a very destructive disease of the apple. Last year the growers around Winchester lost upwards of a million dollars because of this disease, and the losses from this disease were heavy in all the valley counties. After the apple harvest, a cedar eradication campaign was organized, with a manager over each district. Thousands of cedar trees were cut down. The work was done so thoroughly that it is not easy to find a cedar tree in the vicinity of the orchards anywhere in the county. As a result little cedar rust is found on the apples in the Frederick county orchards. A similar campaign was waged rigorously in all the other counties where apples are grown commercially, with equally effective results.

The state governments are recognizing the fruit industry as something worth promoting and are devoting much attention and considerable money in aid of the orchardists. At Inwood, on the Cumberland Valley railroad, in the heart of the apple producing section of the famous "Apple Pie

Ridge" country, the extension division of the West Virginia College of Agriculture has erected a large apple packing plant, to be used as a demonstration packing school. While the plant will be utilized as an actual commercial packing house, fruit being supplied by and packed for the nearby growers, there will also be conducted a series of extension schools in picking, packing, and marketing apples and other fruits, together with the general problems of operating a packing house. Students will go through all the actual operations until they have acquired sufficient skill and speed to satisfy the requirements.

Big Prices Paid for Orchards

Apple orchards and orchard lands are bringing big prices in the valley fruit district. A man who owns a 240-acre farm near Staunton, with 140 acres of young fruit trees, told me he had been offered \$70,000 for the place, and it is not in the best of condition.

One of the big orchards on "Apple Pie Ridge" in Berkeley county, W. Va., is owned by D. Gold Miller. Mr. Miller started his orchard planting some 25 years ago. Then the farm would not bring over \$15,000, and he was compelled to mortgage the place to pay expenses. By the advice of an expert from Washington, he increased his borrowings to get money to plant an orchard. Today the place would readily bring \$200,000. The annual production is from 8,000 to 10,000 barrels of apples, with an 8,000-barrel crop now on the trees. Large quantities of early fruit has already gone to the market. On this place is an apple storage of large capacity, and near by on the highest point on the place, Mr. Miller has constructed a lookout tower, on the top of which he is able to see what is going on in all parts of the orchard and farm. A farm of 75 acres Mr. Miller's place was sold last year for \$75,000, and this is away up on a West Virginia ridge, several miles from a town of any size. There are seven miles of continuous orchard on "Apple Pie Ridge."

Over the river in Washington county, Md., near Hancock, is the Cohill orchard of 750 acres, extending four miles along the mountain side. The first planting was due in this orchard in 1903. In 1918 more than 45,000 barrels of fruit were shipped from this orchard. Last year, the yield was 40,000 barrels, and this year the owners estimate a 65,000-barrel crop. Recently, Mr. Cohill sold the orchard to a large fruit growers' corporation for \$300,000.

Crop Estimates

Apple crop estimates and percentages are somewhat uncertain. My observations, however, lead me to believe that throughout the valley orchard districts from the Cumberland Valley south to Staunton there will be a considerably better than average crop of apples, and the many thousands of trees coming into profitable bearing will make the coming crop in the aggregate far above the average. In Augusta county, the growers will tell you that they have 40 to 50 per cent of a normal crop, but some growers say this is too low. Last year, with 58 per cent of a crop, 1,833 car loads of apples were shipped from Augusta county. York, Imperials, Winesap, Staymen, and Ben Davis are the leading varieties. Frederick county, which includes the Winchester district, will have better than 60 per cent of a normal yield, and is counting on a 500,000-barrel crop. Berkeley county, West Virginia, has a big apple crop. The yield is estimated at 500,000 barrels, which is 15 per cent better than last year. There is considerable scab on Bens, but in all the orchards inspected, the fruit is especially clean and well developed. Many summer apples are grown in Berkeley county. They began selling at \$2.75 to \$3 a bushel, but later dropped to 60 cents.

The orchards of Maryland will produce 226,000 barrels of apples this fall, according to present estimates of S. B. Shaw, secretary of the state horticultural society. This is 10 per cent better than the ten-year average, and much above last year's crop, the prospects being for 171,000 more barrels of

apples and 87,000 more bushels of peaches this fall than last year.

Much of the success of the fruit growers in the great southern apple belt is due to the persistent and intelligently directed work of the plant pathologists, who discover disease infections and find ways and means of combatting them. These men employed by the Federal and state governments are doing a great work for the orchard industry, saving by their investigations many millions of dollars' worth of fruit annually.

At Hagerstown, Maryland, a conference was held at which noted pathologists from England, France, Italy and Japan were the speakers. They expressed a desire for greater co-operation among the pathologists of the different countries in the work of investigation and study of measures for the control of orchard fruit tree diseases.

Fruit in East Texas

Interest in the greater development program of the East Texas Chamber of Commerce is increasing remarkably throughout that section of the state, according to A. L. Burge, manager of the association. More than 100 cities and towns are now affiliated with that organization, Mr. Burge said, and plans are being made to revive the fruit and truck industries. "We are going to hold one of the largest meetings ever held in Texas some time in January to discuss these plans," Mr. Burge declared. "We want to urge upon the farmers, business men and bankers the necessity for an increased production of food and feed-stuffs, which includes fruit and vegetables of all kinds, and we want to perfect ways and means for marketing."

Orchard Co. Capitalized at \$1,800,000

One of the largest fees paid to the secretary of state for an incorporation charter in several months was paid August 11th by Burt Johnson of Nashville, Ark., when a charter was granted him for the Burt Johnson Orchard Incorporation.

The company's headquarters will be at Nashville where 4,300 acres of land which will be for the raising of Elberta peaches have been acquired. The capital stock of the company was given at \$1,800,000, while the fee paid for the charter totaled \$1,820.

Oregon Crops Prospects

Between 4,000 and 5,000 tons of pears will be shipped out of western Oregon this year, according to C. I. Lewis of the Oregon Growers' Co-operative association. Mr. Lewis predicted that between 1,000 and 1,100 cars of apples would find their way to distant markets from Oregon, although the yield will be less than 70 per cent as heavy as last season. The prune crop of Oregon and Clarke county, Washington, will total 60,000 pounds of the dried product, according to Mr. Lewis.

Worse Than San Jose Scale

Crows, it is reported, are doing great damage to the fruit crop in Oregon. The largest roost in the state is near Ontario in Eastern Oregon, on an island in the Snake river, where it is estimated there are from 50,000 to 250,000 crows that spread 25 miles in every direction and feed on the apples and corn. Several thousand crows are nesting near Portland, and from 10,000 to 20,000 near Roseburg. Experiments conducted in the almond orchards of Washington recently showed that by poisoning a few almonds and killing a few crows in this manner, the rest of the birds would leave.

Tree Planting in Albuquerque—Steps to open a tree planting campaign in Albuquerque next spring have been started by the Chamber of Commerce. It is aimed to plant 2,000 trees in the city, including elms, black locust and male cottonwood. H. B. Watkins, secretary of the Chamber of Commerce announced that Fabian Garcia, director of the experiment station at the State College and an authority on tree planting and J. T. Young, tree expert representing the Chamber of Commerce, will confer to outline the details of the campaign. More than 1,000 trees were planted to 1919 and 1,500 in 1920.

Eltweed Pomeroy, Donna, Texas, is the new president of the Texas Horticultural Society.



HEADQUARTERS FOR New Fruits of Real Merit

"Erskine Park" the new everbearing red raspberry, also Royal Purple, Empire, Idaho and Plum Farmer raspberries. "Neverfail" the new everbearing strawberry, "Oswego" apple, the prettiest apple in the world. Nurserymen should get in on these new fruits while the getting is good.

ADDRESS

L. J. FARMER

PULASKI, N. Y.

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WE OFFER a scientific educational service by correspondence covering nursery practice, management and salesmanship. Nurserymen themselves can profit immensely by taking this training, or they can have their salesmen or other employees acquire knowledge of all nursery work. Nursery salesmen can greatly increase their selling efficiency and improve their ability to serve their customers by taking this correspondence course. We also offer correspondence course in Landscape Gardening, and in Greenhouse practice and management.

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A share of your trade solicited.

W. T. Mitchell & Son, BEVERLY, OHIO.

Florists are talking of the possibilities of the barge canal for intra-state New York shipments. Perhaps Nurserymen could consider the matter profitably, also.

OPPORTUNITY

A live, progressive firm conducting a nursery, landscape and floral business in a city of two hundred thousand people, with practically no competition, requires the services of a bookkeeper and stenographer with general knowledge of the business. A man of ability will be given full charge of office and allowed to acquire an interest in the business as soon as worth is proven. This position offers wonderful opportunities for the man who is posted, has executive ability and is looking a head. All correspondence strictly confidential.

Address B. A., care of "American Nurseryman," Box 124, Rochester, N. Y.

A Massachusetts Garden

Figs growing ripe in the heart of New England, South African rubber plants thoroughly enjoying themselves 10,000 miles or so from their native home, 20-foot eucalyptus, Chinese yams, orange trees with real If diminutive oranges, and Texan pepper trees, healthily growing out of doors not 15 miles from Boston—sounds like pictures of what would happen if the Gulf Stream moved north, but it's a plain description of what any visitor may see in the garden of Danford T. Henry, 219 Lexington street, Belmont, Mass.

Mr. Henry is not a professional gardener, says the Boston Globe. He has never sold a flower, plant or seed, although he has given hundreds away. Gardening is his hobby, but he works at it harder than the average man does at his business. Although he is more than 80 he cares for all the hundreds of plants himself and looks after a healthy vegetable garden as well.

Among the plants and trees is a fine specimen of eucalyptus, whose frail silvery leaves exhale the curiously pungent odor. Out behind the house Mr. Henry has his garden and into the small triangular space has been crowded an amazing assortment of plants. The exotic visitors are scattered among old-fashioned New England garden flowers. Here are crowds of little orange, lemon and tangerine trees, some with the fruit already showing. The trees are still very small, but one of the tangerines has borne three tangerines and the largest orange tree two weeks ago boasted four perfectly good oranges. There are also several tiny grapefruit trees.

Trained on a wreath-shaped support at the entrance to the garden is a Chinese yam, growing as strongly as if it had never left the Orient. Nearby was a small tree which Mr. Henry said he had always called a lemon verbena, but which an excited Italian declared to be a citronella tree—citronella not being, as most Americans suppose, merely the trade name for a certain anti-mosquito remedy.

The Texas pepper tree came next and not far away was a citrus tree from Japan. Near the center of the garden is a bed of real bronze shamrocks. They were sent from Ireland to a rich but homesick Irishman who wanted to make his California home less foreign. This same Irishman sent some of the plants on to Mr. Henry.

Mr. Henry explained that most of the tropical plants go into his small greenhouse in the winter. The eucalyptus, the figs and several other varieties, however, are left out of doors after the first few years. The figs are protected from the weather by a carefully contrived arrangements of boards which covers the fruit bearing part of the branches and allows the fruit to mature through the cold weather.

ST. REGIS AND OTHER VARIETIES

RASPBERRY PLANTS

DEWBERRY and BLACKBERRY PLANTS

Fine Stock. Send for prices before you buy.

MICHAEL N. BORG, VINELAND, N. J.

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WANTED: A MAN with EXPERIENCE to handle wholesale buying and selling.

Good opportunity for a live wire. State age, reference and salary desired.

Apply only by letter.

CHASE BROTHERS COMPANY,

Rochester, New York.

WANTED—A man with greenhouse experience and versed in the propagation of conifers.

In writing state experience and give references. Wages \$100.00 per month, with board and lodging. Address

California Nursery Co., Niles, Calif.

WANTED:—Competent Nursery

Foreman, who can successfully manage propagation, packing, storing, crop rotation and general nursery work. 100 acres.

MOUNT HOPE NURSERIES.

Lawrence,

Kansas.

Wanted To Buy

A Complete Tree-Moving WAGON,

with all outfits, new or second-hand. Must be in good condition, to hold trees up to 16 inches diameter. Make offer to **ADOLPH CANPE, 87 Mithof St., Columbus, Ohio.**

SALES and OFFICE MANAGER

Desires position with Nursery firm. Mail order experience. Exceptional qualifications. References furnished. Write or wire, B. D., care of American Nurseryman, Box 124, Rochester, N. Y.

WANTED

A man thoroughly conversant with the fruit and ornamental branch of the business, to take the position of sales and office manager of the California Nursery Company. Prefer to have a man with a field experience although this is not an essential factor. Nursery plant covers five hundred acres. Residence on grounds will be supplied rent free. Nursery adjoins town of Niles.

A good opportunity for the right man. Give references and state salary expected. Address

GEORGE C. ROEDING, President and Manager, California Nursery Co., Niles, California.

WANTED A THOROUGH LANDSCAPE MAN

One who knows how to manage labor, draw plans, lay off grounds and plant. Good wages for hustler. Position open September 15th.

TRINITY NURSERY CO., DALLAS, TEXAS
3016 Munger Avenue.

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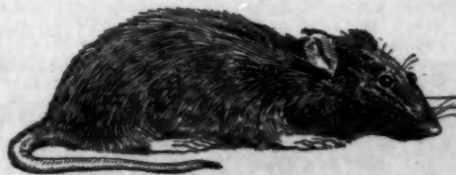
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Southern Apple Belt May Soon Excel Western New York

WESTERN New York will not long maintain its position as the leading apple producing section of the United States. Within a few years the banner of apple production will be held by the growers of the great Appalachian valley belt extending from Southern Pennsylvania to Southwestern Virginia, says Elmer E. Reynolds in the Rochester Post Express. These predictions are based on observations made on the tour and conference on fruit diseases of the American Phytopathological society, arranged by the advisory board of American plant pathologists and covering portions of Virginia, West Virginia, Maryland and Pennsylvania. The inspection began at Staunton, Va., Monday, August 2d, and continued down the Shenandoah valley, across the Potomac river, through the Cumberland valley in Pennsylvania, ending Saturday in Lancaster county near Philadelphia.

Commercial apple growing is a comparatively new industry in the valley of Virginia. Most of the trees are less than 25 years old. Nevertheless, there were 2,185,000 commercial apple trees in Virginia in 1918, of which 60 per cent were between the ages of one and twelve years. Orchard planting has been done on an extensive scale since, and it is probable that the number of trees is now close to the 3,000,000 mark. This is also true of West Virginia and Maryland, so far as it relates to orchard development. And what is more important is the fact that these young orchards are being developed under the most thorough culture, following the up-to-date scientific methods, and there is little doubt that a large percentage of the trees will live to maturity and produce large yields of choice fruit.

Growth of Orchardling in One County

Augusta county, of which Staunton is the county-seat, is one of the youngest in commercial apple production, but is destined to be the largest apple-producing county in the Shenandoah apple belt. In Augusta county, there are 5,500 farms, and on every farm there is an orchard which the owner is working to develop into a commercial proposition. There are now 1,200 orchards that produce or ship one or more carloads of apples a year. The largest commercial orchard in the county contains about 22,500 trees planted on 750 acres. There are more orchard companies operating in Augusta county than in any other county in the United States. At the International Apple Shippers' Association exhibit, Augusta county has won the president's cup for the past two years. There are 400,000 bearing apple trees in the county, which represent an investment of \$4,000,000.

A characteristic of all this apple district is the spirit of genuine co-operation among the growers. They are intensely interested in orcharding. They co-operate for orchard improvement and in marketing enterprises. A demonstration of their team work is the eradication of red cedar rust. It has been found by the pathologists that the proximity of red cedar to orchards is the cause of the cedar rust, a very destructive disease of the apple. Last year the growers around Winchester lost upwards of a million dollars because of this disease, and the losses from this disease were heavy in all the valley counties. After the apple harvest, a cedar eradication campaign was organized, with a manager over each district. Thousands of cedar trees were cut down. The work was done so thoroughly that it is not easy to find a cedar tree in the vicinity of the orchards anywhere in the county. As a result little cedar rust is found on the apples in the Frederick county orchards. A similar campaign was waged rigorously in all the other counties where apples are grown commercially, with equally effective results.

The state governments are recognizing the fruit industry as something worth promoting and are devoting much attention and considerable money in aid of the orchardists. At Inwood, on the Cumberland Valley railroad, in the heart of the apple producing section of the famous "Apple Pie

Ridge" country, the extension division of the West Virginia College of Agriculture has erected a large apple packing plant, to be used as a demonstration packing school. While the plant will be utilized as an actual commercial packing house, fruit being supplied by and packed for the nearby growers, there will also be conducted a series of extension schools in picking, packing, and marketing apples and other fruits, together with the general problems of operating a packing house. Students will go through all the actual operations until they have acquired sufficient skill and speed to satisfy the requirements.

Big Prices Paid for Orchards

Apple orchards and orchard lands are bringing big prices in the valley fruit district. A man who owns a 240-acre farm near Staunton, with 140 acres of young fruit trees, told me he had been offered \$70,000 for the place, and it is not in the best of condition.

One of the big orchards on "Apple Pie Ridge" in Berkeley county, W. Va., is owned by D. Gold Miller. Mr. Miller started his orchard planting some 25 years ago. Then the farm would not bring over \$15,000, and he was compelled to mortgage the place to pay expenses. By the advice of an expert from Washington, he increased his borrowings to get money to plant an orchard. Today the place would readily bring \$200,000. The annual production is from 8,000 to 10,000 barrels of apples, with an 8,000-barrel crop now on the trees. Large quantities of early fruit has already gone to the market. On this place is an apple storage of large capacity, and near by on the highest point on the place, Mr. Miller has constructed a lookout tower, on the top of which he is able to see what is going on in all parts of the orchard and farm. A farm of 75 acres Mr. Miller's place was sold last year for \$75,000, and this is away up on a West Virginia ridge, several miles from a town of any size. There are seven miles of continuous orchard on "Apple Pie Ridge."

Over the river in Washington county, Md., near Hancock, is the Cohill orchard of 750 acres, extending four miles along the mountain side. The first planting was due in this orchard in 1903. In 1918 more than 45,000 barrels of fruit were shipped from this orchard. Last year, the yield was 40,000 barrels, and this year the owners estimate a 65,000-barrel crop. Recently, Mr. Cohill sold the orchard to a large fruit growers' corporation for \$300,000.

Crop Estimates

Apple crop estimates and percentages are somewhat uncertain. My observations, however, lead me to believe that throughout the valley orchard districts from the Cumberland Valley south to Staunton there will be a considerably better than average crop of apples, and the many thousands of trees coming into profitable bearing will make the coming crop in the aggregate far above the average. In Augusta county, the growers will tell you that they have 40 to 50 per cent of a normal crop, but some growers say this is too low. Last year, with 58 per cent of a crop, 1,833 car loads of apples were shipped from Augusta county. York, Imperials, Winesap, Staymen, and Ben Davis are the leading varieties. Frederick county, which includes the Winchester district, will have better than 60 per cent of a normal yield, and is counting on a 500,000-barrel crop. Berkeley county, West Virginia, has a big apple crop. The yield is estimated at 500,000 barrels, which is 15 per cent better than last year. There is considerable scab on Bens, but in all the orchards inspected, the fruit is especially clean and well developed. Many summer apples are grown in Berkeley county. They began selling at \$2.75 to \$3 a bushel, but later dropped to 60 cents.

The orchards of Maryland will produce 226,000 barrels of apples this fall, according to present estimates of S. B. Shaw, secretary of the state horticultural society. This is 10 per cent better than the ten-year average, and much above last year's crop, the prospects being for 171,000 more barrels of

apples and 87,000 more bushels of peaches this fall than last year.

Much of the success of the fruit growers in the great southern apple belt is due to the persistent and intelligently directed work of the plant pathologists, who discover disease infections and find ways and means of combatting them. These men employed by the Federal and state governments are doing a great work for the orchard industry, saving by their investigations many millions of dollars' worth of fruit annually.

At Hagerstown, Maryland, a conference was held at which noted pathologists from England, France, Italy and Japan were the speakers. They expressed a desire for greater co-operation among the pathologists of the different countries in the work of investigation and study of measures for the control of orchard fruit tree diseases.

Fruit in East Texas

Interest in the greater development program of the East Texas Chamber of Commerce is increasing remarkably throughout that section of the state, according to A. L. Burge, manager of the association. More than 100 cities and towns are now affiliated with that organization, Mr. Burge said, and plans are being made to revive the fruit and truck industries. "We are going to hold one of the largest meetings ever held in Texas some time in January to discuss these plans," Mr. Burge declared. "We want to urge upon the farmers, business men and bankers the necessity for an increased production of food and feed-stuffs, which includes fruit and vegetables of all kinds, and we want to perfect ways and means for marketing."

Orchard Co. Capitalized at \$1,800,000

One of the largest fees paid to the secretary of state for an incorporation charter in several months was paid August 11th by Burt Johnson of Nashville, Ark., when a charter was granted him for the Burt Johnson Orchard Incorporation.

The company's headquarters will be at Nashville where 4,300 acres of land which will be for the raising of Elberta peaches have been acquired. The capital stock of the company was given at \$1,800,000, while the fee paid for the charter totaled \$1,820.

Oregon Crops Prospects

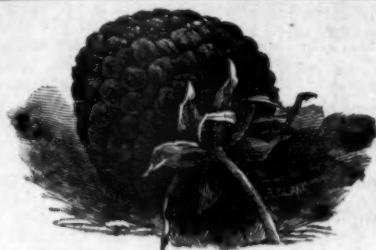
Between 4,000 and 5,000 tons of pears will be shipped out of western Oregon this year, according to C. I. Lewis of the Oregon Growers' Co-operative association. Mr. Lewis predicted that between 1,000 and 1,100 cars of apples would find their way to distant markets from Oregon, although the yield will be less than 70 per cent as heavy as last season. The prune crop of Oregon and Clarke county, Washington, will total 60,000 pounds of the dried product, according to Mr. Lewis.

Worse Than San Jose Scale

Crows, it is reported, are doing great damage to the fruit crop in Oregon. The largest roost in the state is near Ontario in Eastern Oregon, on an island in the Snake river, where it is estimated there are from 50,000 to 250,000 crows that spread 25 miles in every direction and feed on the apples and corn. Several thousand crows are nesting near Portland, and from 10,000 to 20,000 near Roseburg. Experiments conducted in the almond orchards of Washington recently showed that by poisoning a few almonds and killing a few crows in this manner, the rest of the birds would leave.

Tree Planting in Albuquerque—Steps to open a tree planting campaign in Albuquerque next spring have been started by the Chamber of Commerce. It is aimed to plant 2,000 trees in the city, including elms, black locust and male cottonwood. H. B. Watkins, secretary of the Chamber of Commerce announced that Fabian Garcia, director of the experiment station at the State College and an authority on tree planting and J. T. Young, tree expert representing the Chamber of Commerce, will confer to outline the details of the campaign. More than 1,000 trees were planted to 1919 and 1,500 in 1920.

Eltweed Pomeroy, Donna, Texas, is the new president of the Texas Horticultural Society.



HEADQUARTERS FOR New Fruits of Real Merit

"Erskine Park" the new everbearing red raspberry, also Royal Purple, Empire, Idaho and Plum Farmer raspberries. "Neverfail" the new everbearing strawberry, "Oswego" apple, the prettiest apple in the world. Nurserymen should get in on these new fruits while the getting is good.

ADDRESS

L. J. FARMER

PULASKI, N. Y.

CORRESPONDENCE TRAINING

In Nursery Practice and Management

WE OFFER a scientific educational service by correspondence covering nursery practice, management and salesmanship. Nurserymen themselves can profit immensely by taking this training, or they can have their salesmen or other employees acquire knowledge of all nursery work. Nursery salesmen can greatly increase their selling efficiency and improve their ability to serve their customers by taking this correspondence course. We also offer correspondence course in Landscape Gardening, and in Greenhouse practice and management.

AMERICAN HORTICULTURE COMPANY
DES MOINES, IOWA.

Austin Dewberry Plants

Strong, Healthy Plants, \$10.00 per thousand
Place your order now for fall and winter shipment.

The Foster Nurseries, DENTON, TEXAS

June Budded Peach

All Leading Commercial Varieties

Wholesale only.

Write us.

JOE SHADOW NURSERY CO.

WINCHESTER, TENN.

PEACH TREES

Fine Trees Standard Varieties

A share of your trade solicited.

W. T. Mitchell & Son, BEVERLY, OHIO.

Florists are talking of the possibilities of the barge canal for intra-state New York shipments. Perhaps Nurserymen could consider the matter profitably, also.

OPPORTUNITY

A live, progressive firm conducting a nursery, landscape and floral business in a city of two hundred thousand people, with practically no competition, requires the services of a bookkeeper and stenographer with general knowledge of the business. A man of ability will be given full charge of office and allowed to acquire an interest in the business as soon as worth is proven. This position offers wonderful opportunities for the man who is posted, has executive ability and is looking ahead. All correspondence strictly confidential.

Address B. A., care of "American Nurseryman," Box 124, Rochester, N. Y.

A Massachusetts Garden

Figs growing ripe in the heart of New England, South African rubber plants thoroughly enjoying themselves 10,000 miles or so from their native home, 20-foot eucalyptus, Chinese yams, orange trees with real if diminutive oranges, and Texan pepper trees, healthily growing out of doors not 15 miles from Boston—sounds like pictures of what would happen if the Gulf Stream moved north, but it's a plain description of what any visitor may see in the garden of Danford T. Henry, 219 Lexington street, Belmont, Mass.

Mr. Henry is not a professional gardener, says the Boston Globe. He has never sold a flower, plant or seed, although he has given hundreds away. Gardening is his hobby, but he works at it harder than the average man does at his business. Although he is more than 80 he cares for all the hundreds of plants himself and looks after a healthy vegetable garden as well.

Among the plants and trees is a fine specimen of eucalyptus, whose frail silvery leaves exhale the curiously pungent odor. Out behind the house Mr. Henry has his garden and into the small triangular space has been crowded an amazing assortment of plants. The exotic visitors are scattered among old-fashioned New England garden flowers. Here are crowds of little orange, lemon and tangerine trees, some with the fruit already showing. The trees are still very small, but one of the tangerines has borne three tangerines and the largest orange tree two weeks ago boasted four perfectly good oranges. There are also several tiny grapefruit trees.

Trained on a wreath-shaped support at the entrance to the garden is a Chinese yam, growing as strongly as if it had never left the Orient. Nearby was a small tree which Mr. Henry said he had always called a lemon verbena, but which an excited Italian declared to be a citronella tree—citronella not being, as most Americans suppose, merely the trade name for a certain anti-mosquito remedy.

The Texas pepper tree came next and not far away was a citrus tree from Japan. Near the center of the garden is a bed of real bronze shamrocks. They were sent from Ireland to a rich but homesick Irishman who wanted to make his California home less foreign. This same Irishman sent some of the plants on to Mr. Henry.

Mr. Henry explained that most of the tropical plants go into his small greenhouse in the winter. The eucalyptus, the figs and several other varieties, however, are left out of doors after the first few years. The figs are protected from the weather by a carefully contrived arrangements of boards which covers the fruit bearing part of the branches and allows the fruit to mature through the cold weather.

ST. REGIS AND OTHER VARIETIES

RASPBERRY PLANTS

DEWBERRY and BLACKBERRY PLANTS

Fine Stock. Send for prices before you buy.

MICHAEL N. BORG, VINELAND, N. J.

Bailey's New Standard Cyclopedia of Horticulture

On Easy Terms. Prospectus Free
American Fruits Pub. Co., Rochester, N. Y.

WANT ADVERTISEMENTS

WANTED: A MAN with EXPERIENCE to handle wholesale buying and selling.

Good opportunity for a live wire. State age, reference and salary desired.

Apply only by letter.

CHASE BROTHERS COMPANY,
Rochester, New York.

WANTED—A man with greenhouse experience and versed in the propagation of conifers.

In writing state experience and give references. Wages \$100.00 per month, with board and lodging. Address

California Nursery Co., Niles, Calif.

WANTED:—Competent Nursery Foreman, who can successfully manage propagation, packing, storing, crop rotation and general nursery work. 100 acres.

MCUNT HOPE NURSERIES,

Lawrence,

Kansas.

Wanted To Buy

A Complete Tree-Moving WAGON, with all outfits, new or second-hand. Must be in good condition, to hold trees up to 16 inches diameter. Make offer to **ADOLPH CAMPE, 97 Mithof St., Columbus, Ohio.**

SALES and OFFICE MANAGER

Desires position with Nursery firm. Mail order experience. Exceptional qualifications. References furnished. Write or wire **B. D., care of American Nurseryman, Box 124, Rochester, N. Y.**

WANTED

A man thoroughly conversant with the fruit and ornamental branch of the business, to take the position of sales and office manager of the California Nursery Company. Prefer to have a man with a field experience although this is not an essential factor. Nursery plant covers five hundred acres. Residence on grounds will be supplied rent free. Nursery adjoins town of Niles.

A good opportunity for the right man. Give references and state salary expected. Address

GEORGE C. ROEDING, President and Manager, California Nursery Co., Niles, California.

WANTED A THOROUGH LANDSCAPE MAN

One who knows how to manage labor, draw plans, lay off grounds and plant. Good wages for hustler. Position open September 15th.

TRINITY NURSERY CO., DALLAS, TEXAS
3016 Munger Avenue.

1917-1918 EDITION

AMERICAN NURSERY TRADE DIRECTORY

A Few Copies May Still Be Obtained
\$1.00 per copy, postpaid

AMERICAN FRUITS PUB. COMPANY

Tenn. Mtn. Peach Pits

Write for particulars

SOUTHERN NURSERY CO.
WINCHESTER, TENN.



RID-OF-RATS

Patented, is Non Poisonous and can be used anywhere without risk of killing of house pets or injuring human beings. Eight years on the market. If your dealer don't carry it, send direct to the manufacturers.

THE BERG & BEARD MFG. CO.
100 Emerson Place Brooklyn, N. Y.

Price \$1.00 per doz. boxes; \$1.00 per lb.

(Discount quoted upon request.)

Mn'f'rs of a very effective Gopher Exterminator

Advertising An Industry

Editor American Nurseryman:

Herewith please find enclosed clipping from one of our local newspapers, containing part of an address by a publicity man, which shows what national advertising has done in many lines of trade and business. Had the Nurseryman been awake and followed the lead of other lines of industry and trade this man might have been able to say that national advertising had also transformed ugly and commonplace villages, towns and cities all over the United States into places of beauty and charm, where the people were more contented, happier and more prosperous than they had ever been; where the children were better behaved and had better opportunities for becoming good citizens; where civic ambition, enterprise, inspiration and aspiration had been quickened and brought forth results undreamed of before national publicity was employed. All these things could and will some of these days be added to the long list of benefits to the human race from publicity. Let us hope that the day is soon at hand.

MITCHELL NURSERY COMPANY,
M. G. Mitchell, Secretary.
Tacoma, Wash.

That the daily newspaper is the best means of bringing to the attention of the buying public the products sold by merchants and manufacturers was the statement made by Harry Edward Freund of Chicago, publicity manager of the National Jewelers' Publicity Association, who was the principal speaker at the regular weekly meeting of the Tacoma Advertising Club. Mr. Freund told his Tacoma audience to make more use of the local newspapers and the results would soon show the wisdom of the action.

Mr. Freund said in part:

"National publicity is the greatest factor in the nation's progress and its leading and most important phase is 'Co-operative Publicity as a Unit' (that is, the securing of the financial support and co-operation of all the members of an industry for the purpose of creating united co-operative advertising campaign), and this is the psychological time for the working out successfully of such well organized and systematic plans.

Some of the united and industrial interests have launched national advertising campaigns on a co-operative basis. These associations of business men have proved that advertising an industry as a unit advances the prosperity of every individual firm in that industry.

"National advertising and publicity are the paramount and dominating influences in the real development of this great nation. Publicity and prosperity are synonymous terms.

"Advertising in the days of the great war recruited the army and the navy. It sold the Liberty and the Victory bonds, put over the top the financial campaigns for millions for the American Red Cross, the Y. M. C. A., the Salvation Army and other notable national movements. National advertising was a paramount factor in helping to win the war.

"The American citizen by the educational character of national advertising has been humanized, civilized, educated and made sound in body and mind. National advertising with a guaranteed name and trademark has shown the American citizen how to take care of his teeth, how to use good soap and porcelain baths and wear healthy underwear and all wool clothes and quality shoes and hats, neckties, collars, shirts, hosiery, etc. National advertising has brought to the breakfast table, to luncheon, to dinner, strength giving foods of all kinds, certified milk, reliable canned products, etc. The American people are the best fed, best clothed and best housed on God's earth.

"National advertising has given the American citizen the opportunity to spend his leisure time with his family in the open with his automobile. The motor truck has shown the expediency of quick transit and the farm tractor has solved an important problem of the farmer. National advertising has placed before the masses the motion picture to amuse and instruct. National advertising has proven the value of punctuality with the unsurpassed American standard watch.

"National advertising in these days with the scarcity of servants has brought to the household the value of electrical contrivances in the home kitchen. National advertising with the talking machine and player piano has shown the masses how they can be cheered, amused and interested.

"In that connection I might state that the 23d psalm is the greatest emotional advertisement that has ever been written.

"With such wondrous works as the result of national advertising, I feel every confidence in my faith that 'National publicity is the greatest factor in the nation's progress.'"

We Told You So...

August 3, 1920.

Editor American Nurseryman:

As a Nurseryman, but more especially as an earnest student of pomology, I desire to bring to the attention of your esteemed Journal, always a pioneer and pathfinder in the progressive tendencies of the new day, the following newspaper account of the greatest marvel of this or any other era. I bring it first to your attention, Sir, because you, yourself, on page 327 of your volume number 711, standing then practically alone, predicted almost this identical thing:

"PEACH TREE BEARS WALNUTS

"Paulsboro, N. J.—July 24.—A peach tree, growing in the yard of Mrs. Mary Thompson, in Broad street, Paulsboro, and which has borne fruit for several years past has suddenly developed into an English walnut tree, and its limbs are drooping to the ground, so heavily laden are they with walnuts. Residents who say they know the tree's life to the last letter are unable to explain the cause of the freakish change, as the tree has not been grafted."

If a Nurseryman had offered, with native frankness, this new wonder but a short time since, the chances are that he would have called down upon his head the remonstrances of the Vigilance Committee of the American Association of Nurserymen; the esteemed Editor of the Publisher's Desk of The Rural New Yorker might have carelessly dubbed it "sucker-bait"; the Associated Advertising Clubs of the World, likely as not, might have protested that the advertising copy contained certain etymological inaccuracies; the Kenyon Committee might even have become awake. Thus prone are we to suspicion; and thus are we reminded to condemn with caution lest we bring confusion upon the honest and the innocent.

Nor may we doubt that this wonderful pomological curiosity is indeed an actual fact; true, it does not hail from Santa Rosa-California, although of the Burbankiana type. The account of it in the public press and especially at this season before the sharks have begun to appear on the Jersey coast and while the political campaign is still in the status porchus, is ample assurance to the most skeptical that a really new fruit or fruits has—or have, whichever is correct,—burst upon our startled consciousness.

And it will not be permitted to blush—or fruit—unseen, unsung, unhonored or unsold. I am told that a number of wide-awake Nurserymen have offered unselfishly to undertake its distribution to a waiting world; several have already wired the owner to lasso, hobble, cage or otherwise confine the tree within bounds until it can be photographed and buds secured for its exclusive propagation and dissemination. The American Pomological Society, it is confidently predicted, will strike a medal or something else to commemorate the discovery; the Northern Nut Growers' Association is reported to have called a special convention. The owner steadfastly refuses all offers, some of them fabulous enough to look well in advertisements. She thinks that another year may develop latent and undreamed-of possibilities in the tree. Who knows? A Peach tree that bore peaches last year and English walnuts this year is capable of doing 'most anything. The owner thinks that a little coaxing might bring a crop of apples or pomegranates or Jujubes. And may it not be within the range of reasonable probabilities in the case of a tree of such performance that some sort of mechanism might be devised and attached conveniently to it whereby the turning of a

switch or the pressing of one of a series of push-buttons could cause at will the yielding of the very kind of fruit most desired by the taste of the owner?—or, upon a commercial scale in the event of orchard planting, the varieties most profitable upon the immediate market? Sir, the thing offers an infinitude of potentialities! Peaches and cream for breakfasts—push on button number one; a cherry pie for luncheon?—pull lever number two; a strawberry short-cake for dinner?—(if you happen to be a member of the Club).—press on knob number three; then maybe a salad of sliced pears of your favorite variety, followed by nuts with the coffee. And there you are! It beats the "Home Combination Apple Orchard on One Tree: Three-in-One—Count 'em"; the latter being only fixed addenda to the parent stem: the extra varieties being top-worked—like the buyer.

Of course, there will be scoffers; there always are scoffers. I shouldn't have believed it myself under some circumstances that I need not detail; but having read it in cold print, I find no reason to doubt a statement made so straightforwardly.

We live in a New Day; that profound statement has been made so often and so eloquently that we may not doubt it. It is evident that we are upon the verge of new and even greater discoveries and it may be safely assumed that in the process of wringing Nature's secrets from her reluctant bosom, Pomona's latest and best gifts will be the portion of this golden age.

Sir, who would have had the temerity a few years gone, to predict that we could fly across the Atlantic within the short space of 23 hours? Who, Sir, would have dared to guess that song could wing its way across that broad expanse, cloud-billowed, and scorching wire and cable? Today, I read the statement that the telephone people had discovered that three conversations can be carried on at once over the same wire; an inconsequential matter at best, for there are more phones than that on my party-line.

This is indeed Pomona's rich, ripe summer-time; nor should we Nurserymen be backward, as alas! has been our disposition, to give to an anxious, prosperous public, these new rich gifts of Nature. And yet the demands upon our ability fittingly to present their merits make us humble and abashed. If D. M. Dewey's Rochester Hand-Painted Plates needed two separate sheets to show the two halves of the bulging Elberta when it first came marching out of Georgia, how, Sir, can we expect to find a man with superlatives at his pen's point adequately to measure this Peach that bears Walnuts? The adjectives would become exhausted; the fountains of the Century Dictionary and Putnam's Work Book would be dried up; all effort would prove vain and futile; the very imagination staggers and falls gasping; even Lovejoy's "AI" will be found backed against the wall and shrieking for something new in catalogue descriptions when this Peach of a Walnut smiles invitingly on the advertising pages of the horticultural press.

I am, Sir, with much respect,
G. HOSEA FATT.

[In anticipation of a rush of orders for copies of this Journal Vol. No. 711, referred to in the above communication, our readers are advised that the supply was long ago exhausted. Indeed, it is difficult for the publishers of the Chief Exponent to keep on hand back numbers of any date; for some one, like G. H. Fatt, is continually directing attention to articles which just must be possessed. It is really quite perplexing. We can supply current numbers, however, at 20c apiece. "The safe way is to keep subscriptions paid in advance," and thus keep track of pomological wonders before they develop.—Editor.]

A Springfield, Ill., despatch states that the Beloit Nurseries, Beloit, Wis., have been incorporated; capital \$75,000; A. E. Brown and others.

Say you saw it in "American Nurseryman."

E. P. BERNARDIN**Parsons Wholesale Nurseries**

Parsons, Kansas

ESTABLISHED 1870

Specializes in

AMOOR NORTH AND VULGARIS,
Privet. EARLY HARVEST B. B.
Root grown. BUNGEI 2 and 3 year
heads. SHADE TREES. Large stock
all sizes.

ORNAMENTALS. Grown for land-
scape work.

Correspondence solicited

FRUIT

Have a few Standard and Dwarf Pear and
Quince to offer.

SHADE TREES

Large stock of Sugar Maples, 2 1/2 to 4 inches.
Nice block of transplanted American Elm.
1 1/2 to 3 inches.

Shrubs and Perennial Plants

General Assortment.

W. B. COLE, Painesville, Ohio.**AN ELOQUENT DEFIANCE**

Every advertisement in this Trade
Publication is an eloquent defiance
to the enemies of a republic and the
principles of democracy. It is a stand-
ing declaration of the power and de-
termination of the business men of
this country that the progress and
prosperity of its people shall not be
defeated.

Special for Fall**Cornus Elegantissima**, 2-3 and 3-4 ft.

Also Shrubs and Herbaceous Plants
in good assortment.

T. R. NORMAN, Painesville, Ohio

No matter what periodical you are taking,
AMERICAN NURSERYMAN should be regu-
larly on your desk. A business aid. Brist-
ling with exclusive trade news. Absolutely
independent. NOT OWNED BY NURSERY-
MEN.

ORNAMENTAL TREES AND SHRUBS

"Bay State Quality"

Largest assortment in New England.
Evergreen and deciduous trees.
Sturdy, choice stock that can be depended upon.
Send for Trade List.

THE BAY STATE NURSERIES**NORTH ABINGTON, MASS.**

SCARFF'S NURSERY

SMALL FRUIT PLANTS

HEADQUARTERS
FOR

1200 Acres. "At it 25 Years"

We offer for spring, 1920, a good assortment of following stock, and will be pleased
to submit prices on your want list

Strawberries Blackberries Iris Spirea Asparagus Hardwood Cuttings
Raspberries Dewberries Privet Rhubarb Honeysuckle Veiga Poplar

See wholesale list before placing your order

NEW CARLISLE, W. N. SCARFF & SONS OHIO

Box-Barberry Bordered Garden

Make a Leader

OF

Box-Barberry

in your 1921 CAT.

Many of the leading firms already have
booked with us for their stock.

Write for terms

Write for Folder:

'Fifty Opinions On Box-Barberry.'

THE ELM CITY NURSERY CO.

Woodmont Nurseries, Inc.
NEW HAVEN, CONN.

NATIVE BROAD-LEAVED EVERGREENS

Ornamental Trees,

Shrubs, Vines, Woody and Herbaceous
Plants of the Blue Ridge Mountains
Collections to Order in Carload Lots a
Specialty.

Correspondence solicited from large planters
Ask for Price List.

E. C. ROBBINS, PINEOLA,
Avery County, North Carolina

PEACH SEEDWrite, **THOMAS R. HAMAN**

1614 E. Oliver St. BALTIMORE, MD.

For Sale - One-half interest in

nursery, in town of
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house. Purchaser will have to buy growing stock
only. The logical and perhaps the only person to
buy should be experienced landscape architect,
who could handle sales end of business. This is a
very progressive city, with 50 to 100 mile territory.
Price for one-half interest is \$10,000.

Address, **Western Sales Agency, Minneap-
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**"North Carolina Mountain
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We have some seed from last year's crop
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American Nursery Trade Bulletin

A CHICAGO CONVENTION REPORT

In view of the activities of the American Association of Nurserymen leading up to the annual convention, there was reason to believe that one of the most interesting features of the convention would be the report of the vigilance committee. Through no blame for the chairman of that committee (for many of us are not blessed with voices which carry well over a large audience) we believe that members of the Association at one end and in the rear of the assembly hall were able to hear only portions of this report when it was read. We were in that position; but we presumed that on account of its importance, in view of discussions, it would be available for publication in the trade journals. We have seen nothing of it, however. So far as we could ascertain, not a name of a Nurseryman nor of a Nursery concern was given in the report, despite the repeated declaration of a prominent officer of the Association that when dealing with alleged mis-steps the name of the individual or concern should be given, to the end that the innocent may not suffer.

Now, for the first time, we are informed by the former chairman of the vigilance committee that impersonal references in the report had to do with the two cases cited in the first two columns of page 46 of the August issue of the *American Nurseryman*. He says:

Looking over our vigilance report, which you heard read, I find the following:

"A few days ago we received a marked copy of the Rural New Yorker of June 5th issue, and on page 1058 is a copy of a letter from one of their subscribers, from member of our Association, inviting him to join their Strawberry Shortcake Club.

"One case of aggravated, unethical advertising by circular of a Nursery product.

"We recommend that the advertising copy of any specialty represented to be unusual, where the advertiser uses the Trade Mark, 'Trustworthy Trees,' be submitted to the secretary of the Association for his approval before printing."

The above refers to Mr. Gardner.

We remember hearing reference, in the Chicago reading, to the Strawberry Shortcake Club, but not heretofore having knowledge of as much of that portion of the report as is above quoted, we reserved comment until the official or other publication should be made. It appears, then, that the Gardner Nursery Company, Osage, Ia., may continue, in the absence of any announced restriction to the contrary, to circulate "aggravated, unethical advertising of a Nursery product"—printed matter which it may have on hand in 1,000, 10,000 or 20,000 lots as the case may be—and maintain its membership in good standing in the A. A. N., with the understanding that, in common with all other members, it will be expected to submit, next year or this year or the year after, any new scheme representing an unusual specialty to the secretary of the Association for his approval before printing. We presume any raising of the eyebrows over the question whether this is in the spirit of the standard set by the Association may call for a resolution deploring that there should be any such eyebrow raising. As the case stands, it may be necessary for agricultural journals to refer again to the Gardner affair, and that will draw upon those journals denunciation by some trade organization. Will those journals really be to blame?

Quoting again from the report of the

vigilance committee, the former chairman reads:

"One case of alleged violation of the Trade Mark, 'Trustworthy Trees' unsettled. It will require the personal investigation of the incoming vigilance committee, and until the member is vindicated of the charges, it is recommended his membership be suspended."

This refers to Mr. Whiting.

These statements show for the first time, to our knowledge, that Mr. Gardner's and Mr. Whiting's cases were before the committee. We doubt that, until these lines are read, many members of the A. A. N. knew this fact. Not only should they know it, but the agricultural press should know it, so that the latter, "parading before the public," may be able to advise their readers, the planting public, when inquiries come to them, and thus avoid the criticism expressed in the concluding paragraph of the Rural New Yorker article: "And the firm appears to be a member in good standing in the American Association of Nurserymen."

TO CLOSE A GAP

It would appear to be self-evident that provision for enforcing the policy of the A. A. N., expressed in its Trade Mark, which allows repeated violation of that policy during fifty-one weeks of a year (the interim between conventions of the A. A. N.) the use of the Trade Mark continuing meanwhile, leaves open opportunity for serious damage to the reputation of the Trade Mark and much undesirable publicity outside of the trade. Article 9 states that, upon report of a case, the executive committee shall make IMMEDIATE INVESTIGATION—and then leaves open, for the remainder of the fiscal year, action in the matter! Large ad interim powers have already been given to the executive committee and the trust has invariably been well placed. May it not be that conditions of the present day require extension of those powers to cover the point raised above?

RESPECTFULLY REFERRED

We are withholding, for the present, publication of a charge that diseased trees were shipped by a member of the American Association of Nurserymen, this year, the trees showing great care in cutting off crown gall before shipment; no refund having been made up to this month, although it was demanded. This withholding is for the reason that, so far as we know, the case has not been given publicity outside of the trade. Competent judges have declared, with regard to this shipment, that not more than three out of forty trees were fit to be planted; the trees were sent out under the Trade Mark, "Trustworthy Trees."

At Dansville, N. Y.

A despatch from Dansville, N. Y., Aug. 18th, says: The budding season is on in the nurseries and from one hundred to a hundred and fifty expert budders are at work putting buds from two-year-old stock into the one-year-old cherry, quince, apple, and peach trees. Within the memory of some of the budders, who are under 50 years, are the wages they used to earn tying the strips of bark obtained from soaking basswood logs in water. They were given from 25 to 37 cents a day, while a man earned from \$1.10 to \$1.25 for a good day's work. The budding of apples, cherries and quinces is now on, the peaches to be the last. If the weather is at all good the work is carried on, but the recent heavy rains have caused some delay. Dansville trees were never better than this year since the first trees were planted in 1851. Scientific care and favorable atmospheric conditions have made Dansville an acknowledged nursery center of the country.

What Nurserymen Might Do

Editor *American Nurseryman*:

The real estate men of this state recently held a convention in Spokane, and among the subjects discussed was "City Beautification", which was presented by W. O. McCaw, of Aberdeen, Wash. We wrote Mr. McCaw, expressing our appreciation of his intelligent interest in the matter, and are in receipt of the following reply, which speaks for itself. It goes to show how much co-operation the Nurserymen could get if they would only seek it, and how much it would be to the benefit of all parties concerned.

Aberdeen, Wash., July 22, 1920.

Mitchell Nursery Company,
Tacoma, Washington.

Gentlemen: I wish to thank you heartily for your letter and some of your suggestions relative to city beautification. There is some real punch to what you say and to the material handed me. I wish that every citizen of the State of Washington could get the vision of what it means to beautify this summer playground of the Northwest.

Our realty board pledges its assistance in every way possible.

W. O. McCaw.

MITCHELL NURSERY CO.

M. G. Mitchell, Secretary.
Tacoma, Washington.

Buying Liberties For Keeps

The present Liberty Bond situation is commented on by Mr. Frank D. McLain, Financial Editor, in the Philadelphia Press as follows:

"The whole list of Liberty Bonds may now be bought upon the same principle that investment was made in a small way in War Savings Stamps. The stamps were bought below par with a view of having them paid at par at maturity. So now the Liberty Bonds may be bought far below par and if they are held to maturity the holder will get one hundred cents on the dollar. Take the Fourth Liberty 4½s which are selling below 84.

"An investment of say \$840 now will in 1938 bring a payment of \$1,000 and in addition, the bond will pay annually \$42.50 as interest and if this interest is deposited when the coupons are clipped so that it will be compounded there will be another \$1,000 accumulated by the time the Liberty Bond matures. Some parents are making an investment of this kind for very young children so that by the time they reach the age of 21 years they will have \$2,000 of capital available which grew out of an investment of \$840 by the parents.

"If the heads of 22,000,000 families in the United States would adopt this course the question of the public absorbing the funded debt would be solved."

R. C. Beckmans is secretary of the Georgia Agricultural Society.

The Nursery-Manual

By L. H. BAILEY

HERE is the most exhaustive and up-to-date manual, covering all the most recent improvements in the care of nurseries and in the practice of plant propagation. The NURSERY-MANUAL deals minutely with every phase of this important branch of agriculture.

An important and valuable feature of the Nursery-Manual is the two-hundred page Nursery-List which constitutes almost one-half of the book. Here are found, in alphabetical arrangement, hundreds of plants listed by their common as well as the botanical names, with a description of the method of propagation to be followed in every instance. This list has been carefully brought up-to-date.

Another excellent feature of the Nursery-Manual is the large number of full page plates, line drawings and descriptive figures illustrating the methods employed in successful plant multiplication.

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Fruit Trees
Shades
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Abelia Grandiflora
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All of our own growing.

Prices on application.

Address,

Huntsville Wholesale Nurseries

HUNTSVILLE, ALABAMA

Vincennes Nurseries

W. C. REED & SON, Prop., VINCENNES, IND.

310 Acres devoted to business

OFFER FOR FALL 1920

Cherry, 2 year XX 7-8 up, 5 to 7 feet.
Cherry, 2 year 11-16 up, 4 to 6 feet.
Cherry, 2 year, 5-8 to 11-16, 4 to 5 feet.
Cherry, one year, Sweets and Sours, all grades.
Peach, one year, all leading varieties, strong on Elberta.
Apple, 2 year, leading varieties.
Standard Pear, one year, 4 to 6 feet and 3 to 4 feet.
Japan Plum on Peach, one year.
Hansen Hybrid Plum, one year on Peach roots.
Hardy Northern Pecans, Grafted Varieties.

Please submit list of wants for prices

G. H. A. BUISMAN & SON

Rose Growers

Heerde, - Holland

Also growers of

CANINA

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PEAR

MYROBALAN

Etc., Etc.

Prices on application

TO THE TRADE ONLY

A general assortment of Nursery Stock for delivery Fall 1920 or Spring 1921.

We also have some fine blocks of Peach Seedlings, a portion of which we offer to bud on contract for delivery fall 1921.

Correspondence invited.

Headquarters for Nursery Supplies.

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On the 1st and 15th

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NURSERY TRADE BULLETIN

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PEACH PITS

The heavy, continued rains will no doubt cause a shortage in the crop this year. We can't tell even yet just how many there will be, but we can't see how there can possibly be any more than enough to go around.

Have you covered your wants? If not, a little friendly advice is that you do so quick.

— THE —

Howard-Hickory Co..

HICKORY, N. C.

Prepare Now to Get Your Share of the Peony Profits

Use Pennant Brand Peonies for your retail trade, to complete your assortment and to stock up. If you want good stock at fair prices, if you want your money's worth first, last and all the time, we believe we can satisfy you. Quarantine 37 will cause a shortage for a few years until American growers can catch up with the demand. Send for list now and order early.

SARCOXIE NURSERIES
PEONY FIELDS

SARCOXIE, MO.

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Ask for our prices before ordering

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seedlings

Etc., Etc., Etc.

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DERRY, N. H.

Illinois Nurserymen

Urbana, Illinois, August 4-5

The summer meeting of the Illinois Nurserymen's Association was held at Urbana, at the University of Illinois, August 4-5. The following firms were represented: Beaudry Nursery Company, Chicago, Ill.; Klehm's Nursery, Arlington Heights, Ill.; D. Hill Nursery Company, Dundee, Ill.; Onarga Nursery Company, Onarga, Ill.; Arthur Bryant & Son, Princeton, Ill.; Aurora Nursery Company, Aurora, Ill.; Swain Nelson & Sons Company, Chicago, Ill.; Palmgren's Nursery, Glenview, Ill.; Naperville Nursery, Naperville, Ill.; Littleford's Nursery, Downers Grove, Ill.; Golf Nurseries, Glenview, Ill.; Augustine & Company, Normal, Ill.; C. W. Marsen & Son, Chicago, Ill.; McKay Nursery, Madison, Wis.; Eugene de St. Aubin & Brother, Oak Park, Ill.; Jerseyville Nursery, Jerseyville, Ill.; L. Graves & Son, Farina, Ill.; Charles S. Wolke & Son, Neoga, Ill.; F. D. Clavey & Son, Highland Park, Ill.; James King Nursery, Wheaton, Ill.; Glen Ellyn Nursery, Wheaton, Ill.; Pfund Nursery, Elmhurst, Ill.; Jacksonville Nursery, Jacksonville, Ill.; Herman F. Johnson & Son, Normal, Ill.; Victor Kryda, Chicago, Ill.; Lyon & Anderson, Belvidere, Ill.; George Wittboldt Company, Chicago, Ill.

From some of these firms there were three and four present. In fact, it seemed that Nurserymen, generally, took a day off and had a good time. The meeting started promptly at 7:30 p. m. August 4th. Papers read by the professors were most instructive and interesting. All Nurserymen present are of the opinion that much valuable help can be secured at the university, and only for the asking. It was necessary to hear Professor Blair on Wednesday evening so that all might be prepared for the tour of the university campus, greenhouses, garden, orchard and farm on Thursday.

Dr. Blair told us about the Nurserymen's school which is being established at the university. He explained that much of the course is already established and that it will require but the small outlay of \$15,000 per annum to put the whole course into existence. To properly conduct the experiments and practical side of the course will require some land and some buildings, an estimated cost of \$50,000, and each nursery firm present, (and there were thirty of them representing hundreds of thousands of dollars of invested capital,) agreed individually and collectively to bring every influence to bear to secure the \$65,000 needed to place an available course in the great University of Illinois. Prof. Blair called upon Prof. Borner of the school of floriculture, Prof. Ruth of the research department, and others, representing the various activities of the school of horticulture over which Dr. Blair presides. Their papers and talks were worth a trip to hear.

Dr. Blair presented Prof. Crandall who has devoted his life to conducting experiments in breeding better fruit. The Nurserymen were wonderfully impressed with the value of Prof. Crandall's work for the betterment of the fruit industry. It is apparent that the men in attendance were surprised that so great a work was being conducted and that they knew so little about it.

The real treat of the meeting was on Thursday morning when automobiles drew up at the Beardsley Hotel and the Nurserymen were personally conducted by Dr. Blair through the University campus and to the plantations of the various activities of the school of horticulture.

Prof. Dorner's department, where we saw the flowers and plants growing under the skilled hands of his corps of competent instructors and where we learned that orchids are successfully produced from seed, was interesting and instructive.

The cherry orchards, the vineyards, the chicken farm, and the vegetable gardens were viewed with surprise at the wonderful extent of the experiments being conducted for the benefit of the fruit grower, the vegetable gardener, and the general public, as well as the Nurseryman and the florist. The small fruit division and the farm were equally well enjoyed and were highly instructive.

Practical study and the promising value to Nurserymen was found in Prof. Crandall's work. His is the work of a patient, hard-working martyr who is performing the kind of experiments that require the age of a tree to determine the value. His is the

work of hybridizing tree fruits and producing new varieties.

Dinner was served at the University cafeteria, after which the program was completed according to schedule.

Nurserymen were pleased; everybody was instructed and all agreed that for a real entertainer and instructor Professor Blair is not excelled.

The lessons learned from the meeting were many and varied and all agreed that too little is known by the people of Illinois about the school where more than 10,000 of our young men and women are educated.

The appropriation for each two years is \$5,000,000 and has been for years, but now, since the high cost of most everything, this appropriation ought to be very materially increased.

The committee on cost accounting and uniform grades of the Association was instructed to continue its work and report at the winter meeting. It is planning to raise \$5,000 for the expense of putting into effect such a program. Who wants to help put over uniform cost accounting and standards of grades? Illinois Nurserymen's Association is working it, but we need financial help. Some of the members will put in \$100 to \$300 each. It is an investment, not a donation. Glad to hear from Nurserymen anyhow.

Aurora, Ill.

J. A. YOUNG
Secretary.

Good Times Ahead

At the annual convention of the Society of American Florists and Ornamental Horticulturists in session in Cleveland, O., last week, Major P. F. O'Keefe, the Boston advertising man who originated the slogan "Say it with Flowers" stated that he can see no reason for pessimism in business. "I have not the slightest misgiving," he said, "that the end of the next six months will see all business moving ahead under the stimulus of increasing demands. When the consumer gets this fact finally brought home to him I think we can expect to see a healthy resumption of business in every department and I look for a long period of solid prosperity for this country, that, in real benefit, will be greater and more to be desired than the feverish spending of the past five years."

"The task of making up the housing shortage in the United States is big enough to furnish employment to our industrial equipment for several years. In New York alone, a recent survey shows that the expenditure of \$1,500,000,000 will be required in the next five years. Vast sums will be needed to carry out important engineering projects in our states and cities which have been delayed throughout the war because of lack of materials."

Wisconsin Horticulturists

That it is one of the purposes of members of the Wisconsin State Horticultural society to assist in the project of making the state beautiful, developed at the summer meeting of the organization last month, when speakers advocated the planting of trees along the highways. In a discussion following the presentation of a paper on "Home Gardens and Small Fruits," by N. A. Rasmussen, of Oshkosh, it was pointed out that a suitable way of improving as well as beautifying the highway is to plant walnut trees. It was recommended that grafting of the English walnut be resorted to in order that nuts of the best quality may be produced.

C. B. Whitnall, of Milwaukee, suggested that such trees be planted by school districts. In this method children of the respective districts would not only take a keen interest in the growing of the trees and the gathering of the nuts, but they would be watchful as well for the protection of the trees. In the evening, at Washington park in giving an address Mr. Whitnall made further suggestions along this line. J. A. Hazelwood, at one time a member of the state highway commission, also referred to the possibilities of beautifying the highways and advocated not only that trees be planted but that trees and shrubbery along the roadways be kept intact. While no direct action was taken by the organization relating to the question, yet much interest was evidenced in the project.

Small Fruits

Why Varieties Are Not True

Editor American Nurseryman:

Yesterday I visited a fruit grower who wished to sell me a quantity of blackberry plants. He was supposed to have the Blowers blackberry. As soon as I saw the plants I told him that he did not have the true Blowers. He bought 7000 plants supposedly Blowers and not one of them was the true Blowers. A good many were Rathburn and the most of them I could not identify at all. It is hard to go on somebody's grounds besides your own and positively identify some varieties, even though you are quite familiar with the habits of the variety on your own grounds.

In going over his grounds I was amazed at the general mix-up of varieties. What he supposed were Americus strawberries were really Progressive. The variety he bought for St. Regis was Early King. The variety he purchased for Cuthbert were either St. Regis or some similar medium-sized variety. A few Cuthberts were mixed in with the plants bought for true Cuthberts, but the great proportion were some other variety. This general mix-up prevailed all over the place. The fruit grower had given the best of culture and the varieties were fruiting and doing their very best, but the results were not near what they would have been had he received what he ordered and paid for.

Naturally he was quite indignant at the treatment he had received from those who had sold him the plants after he found out what he had. He made the remark that if he was young he would start into the Nursery business and send out only plants that he knew were true to name and in a few years he said, he would have more business than he could attend to. Most of us have had such dreams as this, I thought to myself.

I finally asked him if he knew what caused a great deal of the mix-up in varieties. He said he did not. Well, I said, it is buying plants of just such men as you, by Nurserymen who either don't know one variety from another or take people's word for it without investigating. You told me you had the Blowers blackberry. Had I bought your plants without investigating, I would have spread these plants everywhere and really done it innocently, because you were positive in your talks to me that you had the true Blowers.

As this man said, if a young man would start in the Nursery business and test out everything he had before he filled an order, in a few years he would be over-run with business and would not have to advertise.

But the most of us get overambitious and take chances that in the end prove it wasn't wise to take. I was surprised that the most of the mixed plants mentioned above came from Nurseries of the very best standing.

L. J. FARMER.

Pulaski, N. Y., Aug. 2, 1920.

The Worst Yet

In these piping times of pay-as-you-go, comparatively little trouble is experienced with collections. But there are exceptions. If a Nurseryman finds difficulty in getting his money he may be consoled, perhaps, by thinking of the trouble of those who did business long ago. An unpaid note for four shekels in silver bearing 40 per cent annual interest for nearly four thousand years recently was found among the clay tablets at the University of Pennsylvania museum by Dr. Leon Legrain. The note was given by a man named Bur-Mama to H. Sannatum in October, 1922 B. C., the "year in which King Rim-Sin occupied the town of Dur-Damigillisha."

There were four witnesses to the note. Instead of signatures, the witnesses placed their seals on the document, and were not liable for payment unless it was shown they knew the character of Bur-Mama was bad when they swore it was good.

Although comparisons are difficult, Dr. Legrain said, a shekel of silver at the time the note was made was equal to about \$100 at the present time.

DIRECTORY OF AMERICAN PLANT PROPAGATORS

Complete Stock of YOUNG EVERGREENS

ALSO
Trees, Shrubs and Vines
for lining out

Write for Wholesale Price List.

THE D. HILL NURSERY CO., Inc.
Evergreen Specialists, Dundee, Illinois.
Largest Growers in America. Box 402

GET NEXT ★ STAR ROSES

♣ Oak Brand Shrubs

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The **CONARD** ★ **WEST GROVE,**
& JONES CO. Penna. U. S. A.

ROBERT PYLE, Pres. A. WINTZER, V-Pres

MY SPECIALTY IS Moore's Early and Concord Grape Vines

I plan to produce a superior quality during the coming year. Due announcement will be made when stock is ready.

Fifty Years a Nurseryman
CHARLES M. PETERS, Salisbury, Md.

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SEEDLINGS and TRANSPLANTS
FOR LINING OUT

WRITE FOR OUR PRICE LIST

THE NORTH-EASTERN FORESTRY CO.

"WE GROW OUR OWN TREES."

CHESHIRE, - - - CONN

North Carolina Peach Pits

We are accepting orders for
Fall Shipments

J. Van Lindley Nursery Co.,
POMONA, N. C.

ESTABLISHED 1866

Naperville Nurseries

— Growers of —
TREES EVERGREENS
SHRUBS PERENNIALS, Etc.
LINING OUT STOCK

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TELEPHONE, NAPERVILLE No. 1.

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A General Line of Ornamentals.

YOUNG STOCK—For Nursery Planting

We were among the first to produce our own goods. We are making young plants for others—why not for you?

Grown Right—Dug Right—Packed Right

AURORA NURSERIES
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Lining Out Stock for the Trade
Shrubby, Tree Seedlings, Evergreens,
Small Fruits, Ornamental Vines, Etc.
Seedlings, Transplants, Layers & Cuttings

Some of the items we specialize in are
Hydrangeas, Snowballs, Irish Junipers, Norway
Spruce and native tree Seedlings

Send for our complete list of stock and prices.
Mailed free to the trade on request.

J. JENKINS & SON,
Wholesale Nurserymen
WINONA, Columbiana County, OHIO.

WE GROW EVERGREEN SEEDLINGS

Evergreens from Cuttings Under Glass
and Small Deciduous Stock
for Lining Out

The Sherman Nursery Co.

E. M. SHERMAN, President
CHARLES CITY, IOWA.

Apple Seedlings

Both American and French Grown, Straight
or Branched Roots, all grades. Car load
rates to Central points; East, West and
South: ORDER NOW.

APPLE GRAFTS—Piece or Whole Roots.
Long List of varieties.
ASK FOR PRICES.

Also a general line of Nursery Stock. Address,

Shenandoah Nurseries

D. S. LAKE, Pres. Shenandoah, Page Co., Iowa.

LINING OUT STOCK

Philadelphus Aurea.
Spirea Anthony Waterer
Spirea Colosa Alba. Deutzia Gracilis
Weigellia Rosea
AND A FULL LIST BESIDES
The Early Bird catches the Worm.
Better Place Your Order Early.

Onarga Nursery Company

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American Association of Nurserymen

ORGANIZED 1875

OFFICE: PRINCETON, NEW JERSEY

A Co-operative Organization of Four Hundred Nursery firms
associated for mutual benefit.

Our aims and purposes:

- To improve conditions in the Trade wherever improvement is needed;
 - To make business between Members profitable and pleasant through observance of the ethics of fair competition;
 - To bring the Nurserymen and the Planters into closer relations and secure a better understanding of the problems of each;
 - To disseminate accurate information about Trees and Plants and to encourage and assist in their more general and more profitable use;
 - To Advertise the Association in connection with our Publicity Campaign, so that the buying public can know what the Association is and what it stands for; to recommend its Members to planters as logical and dependable sources of supply; to get orders for our Members and to see that they are filled according to the Association's stated policy of fair-dealing;
 - To assist Members to avoid bad debts with reliable Credit Information;
 - To Collect Accounts for Members;
 - To Collect Freight and Express Overcharges and to advise Members regarding any Transportation problem, through Mr. Charles Sizemore, Traffic Manager;
 - To adjust all disputed accounts between Members through our Arbitration Committee;
 - To see that the rights and interests of our Members are carefully watched and protected by our Legislative Committee.
 - To secure a more accurate and complete Code of Standardized Plant Names through the work of our Committee on Nomenclature;
 - To do all and anything that will add to the prestige and standing of the American Association of Nurserymen and make the business of its members more profitable and, as representative of the Nursery industry, to advance the trade in public esteem.
- All Nurserymen who approve of our aims and purposes are invited to join with us. Any further information wanted will be gladly furnished by the Secretary.
- The ASSOCIATION BULLETIN will resume regular publication and a copy will be mailed on request.

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